

RIA Sch.13; BELGIUM Fr.22; DENMARK Kr.3; FRANCE Fr.2.50; GERMANY DM1.70; ITALY L.400; NETHERLANDS Fl.1.75; NORWAY Kr.3; PORTUGAL Esc.17.50; SPAIN Ptas.35; SWEDEN Kr. 2.75; SWITZERLAND Fr.1.70

AMERICAN NEWS

Atlantic oil and gas lease sale delayed once again

BY STEWART FLEMING

NEW YORK, August 17.

A LAST minute appeal to a Supreme Court Justice this morning delayed the start of the first ever sale of oil and gas leases off the Atlantic coastline of the U.S.

The sale, which was expected to bring in bids of between \$400m. and \$600m. and had attracted the interest of most of the world's major oil companies, was due to start at 10.00 a.m. at the Statler Hilton hotel in midtown Manhattan.

But as the scheduled opening passed, an official of the U.S. Government's Federal Bureau of Land Management said that New York State, a number of local authorities on Long Island and environmental groups who have been trying to get the sale halted, had appealed to the Supreme Court Justice Thurgood Marshall to hear the arguments.

On Friday the groups contested the sale of the leases by the Government had been granted an injunction by a federal judge in Brooklyn postponing it. But yesterday a Federal Appeal Court stayed the injunction following an appeal by the Interior Department to allow the sale to proceed.

With the Supreme Court not in session, the opponents of the sale have been able to go directly to the Supreme Court Justice responsible for this region, Justice Thurgood Marshall, and ask him to hear the arguments. This is what is currently happening although the Justice has no obligation to take any action. He does, however, have the power to reinstate the injunction should he be persuaded by the arguments.

U.S. nuclear sale to Iran held up

BY DAVID BUCHAN

WASHINGTON, August 17.

STATE DEPARTMENT officials today cautioned against expectations of any quick agreement on the proposed sale of U.S. nuclear reactors to Iran, even though the Shah has now agreed to the setting up of a regional nuclear reprocessing plant.

The reprocessing issue had been the main hurdle to the sale of the reactors. It is understood that the Shah has now agreed to the principle of a regional reprocessing plant, which would cost about \$800m. during the Secretary of State's

recent visit to Tehran. It is in this manner in which the deadly matter of reprocessing which most concerns the U.S. but which the Shah has now agreed to the setting up of a regional nuclear reprocessing plant.

By contrast, it is domestic politics that is holding back the proposed sale of U.S. conventional arms to Saudi Arabia. It

is now clear that earlier this summer the Saudis asked for as many as 5,000 Sidewinder missiles and a whole array of similarly sophisticated weaponry. At this number of missiles—which the Saudis want to mount on only 110 F-5 fighters, the Ford Administration refused to make it a deal for future projects.

By contrast, it is domestic politics that is holding back the proposed sale of U.S. conventional arms to Saudi Arabia. It

CONVENTION NOTEBOOK

BY DAVID BELL IN KANSAS CITY

Even Tarzan is up to date in Kansas City

WHATEVER happens here at the Republicans' Party convention to-night when the critical balloting begins, there is one man who has no reason to fear the outcome: John Sears, Mr. Reagan's campaign manager, one of America's most accomplished political organisers, scrupulously honest, and possessing the much-prized distinction of having been fired from the White House by former Attorney General John Mitchell for being too open with the Press.

John Sears kept alive the Reagan challenge to President Ford during the early primaries when almost everyone else wrote off the former California Governor, and during recent weeks he has become celebrated for his ability to find more rabbits in the Reagan hat—the nomination of Senator Schweiker—as the search continued for the last elusive delegate votes.

He has consistently outsmarted the much larger Ford campaign staff, in spite of the President's advantage of having a ready-made White House organisation. Mr. Reagan loses the nomination to Mr. Ford is likely to try extremely hard to enlist John Sears' help for the coming presidential campaign. And he might well succeed, for John Sears is endlessly intrigued by the detail of politics and is dedicated more to the political process than to any overriding ideology. If Mr. Reagan should win, however, Mr. Sears is unlikely to employ many of the Ford people.

There have been some signs that he thinks that the Reagan campaign must have run out of steam, but he has refused to acknowledge this, publicly or privately. His openness has won him the respect of most of the reporters covering the convention and many of them are aware that almost all his predictions of what has come have come true.

this which, more than anything else, makes the Press unwilling to predict what will happen to-night.

ELEPHANTS are everywhere in Kansas City. The convention hall is festooned with them—in red, white and blue—and there is a



presidential sized one outside Mr. Ford's headquarters. But the city planned to dwarf them all by floating over the convention hall the world's largest plastic inflatable elephant in honour of the Republicans whose symbol is, guess what, the elephant.

Unfortunately the giant black creature has resolutely refused to inflate in spite of hours of intensive pumping, pushing aside jokes about all this spare hot air from inside the convention, this elephantine elephant's designers were still nourishing hopes that they would finally get it aloft even after an unidentified snafu had left a two-foot hole in its trunk. No sooner was it repaired than a gust of wind blew it into a wire rope, which ripped it again and then it lay beyond repair.

This 33-foot, 82,300 elephant, was then unconcernedly removed, leaving behind only more jokes, that the party's

symbol, like the party, had been torn apart even before it could get off the ground.

In such a closely fought convention as this one simply keeping in touch with the delegates—spread across a 316 square mile area in dozens of hotels—raises formidable problems. Both candidates have elaborate systems designed to keep them abreast of shifts within delegations outside the convention hall, but inside the need to be in constant touch is even more pressing.

Each delegation has two telephones on the floor of the hall—Ford for Reagan, while for Ford these are connected to two oversized caravans, each with a large switchboard. Last night, when the full convention battle was joined in earnest for the first time, each of these was manned by senior campaign staff trying to keep tabs on their supporters.

Out on the convention floor a ten-strong Ford team of delegate hunters roamed the aisles, wearing red baseball hats and barking above the din into their walkie-talkies a series of code names, a system that starts from the top: the President's code name is "Tarzan," Mrs. Ford's "Jane" and White House Chief of Staff Richard Cheney's "Chimpanzee."

The Reagan people were content with beepers that emit high-pitched squeaks when campaign organisers want to contact them. Both groups were sometimes in danger of being overwhelmed by the phalanx of reporters' "media men," including one local reporter carrying his

"Total Action News Minicam." Watergate has cast a shadow over this. Ever mindful of the possibility of electronic bugs, technicians "swept" each caravan daily with the latest equipment to make sure that the other side is not listening in. And, because the Ford telephone lines have had to be routed underground the Reagan caravan, Mr. Ford's staff has had them encased in steel.

The name Nixon has so far not even been mentioned inside the convention. It is as if the six years of his presidency had never happened. Outside, however, a small band of demonstrators, a faded reminder of the thousands in Miami, beamed their powerful loudspeakers at delegates entering the convention, chanting "Bring Back Nixon" and holding a mock trial of the disgraced former President. Near them were a small group of Gay Liberation supporters, whose views are generally well received by the delegates.

A miniature confrontation with the police—who have had special riot control training—was avoided when the demonstrators decided to move away from the main entrance rather than be arrested. A group called Watch, set up by the National Council of Christians and Jews, has stationed observers wherever there might be trouble and they were active in cooling passions. No one expects problems from the unusually large number of Christian groups distributing leaflets outside the convention, but even they have their limits. Displayed prominently on many stalls is a book called *Born Again* by Charles Colson, who has, he says, become a convinced Christian as a result of his involvement in the Watergate cover-up, for which he served time in prison.

customers. Now it has a hundred times as many.

Last year, "mixed" cable companies—joint ventures between local authorities and private enterprise—were set up in B.F.s.800m. (11m.). Coditel claims some 102,000 customers in the Brussels area alone, while Brutele (Brussels), Teledis (Lège) and Belgacom (Antwerp) each are credited with some 60,000 clients. They charge normally between B.F.s.2,000 and B.F.s.3,000 annual cable rental for either six or 11 channels.

The minimum choice of programmes via cable includes the two local channels, three French and Luxembourg. More sophisticated systems bring three French channels into the range, while some cable companies are already promising their clients BBC and ITV, whose programmes can be captured on the coast via an ordinary aerial.

The cable companies simply capture the signal and strengthen it. They pay nothing for the privilege (for foreign systems it is simply a form of free propaganda) although in some cases a small contribution to the cost of purchasing the rights is asked. Coditel says it pays 33 per cent contribution to the French and Luxembourg channels towards artists' rights, etc.

In international law the cable companies seem well clear of obvious infringement. The international rule on broadcasting is that it is permitted to improve a signal that can be captured in any case, while the 1948 Brussels Convention on authors' rights and the like is generally accepted to have little relevance to the new technology of the cable transmission (is a cable transmission part of the original broadcast, as the companies claim, or a new broadcast, for example?).

Cable companies have mushroomed in Belgium. The pioneer was Coditel, set up in 1960 to near Namur with a view as much as anything else, to hosting the electricity demand from the parent Electrobel during evenings. By 1963 it had some 1,000

EUROPEAN NEWS

Danish Government faces crucial vote on squeeze

BY HILARY BARNES

COPENHAGEN, August 17.

PRIME MINISTER Anker Jørgensen today launched his Social Democratic minority Government on an attempt to pilot an economic stabilisation policy through the Folketing although he cannot at the outset count on a majority. Putting forward the programme this afternoon, he warned the Folketing that it was crucial for the country to establish a necessary degree of political and economic stability.

If the Government is defeated, it is almost certain that the country will face its third election in many years and its 14th since 1945.

The Government policy has received the backing of three small Centre parties, the Radicals, Christian People's Party and Centre Democrats, but the largest opposition party, the Liberals, who participated in a five-party economic policy about Kr.5bn. Cigarettes, compromise last year, have

rejected the Government's plan this time. The crucial vote on the proposal, initially supported by 80 out of 179 members, is expected either to-morrow or Thursday.

The programme includes a Parliamentary resolution limiting income growth to 6 per cent in 1977 and 1978. Tough price and profit controls and a dividend freeze will be used to see that this applies to the business sector as well as to wage and salary earners. As a sweetener, there will be modest income tax concessions next year.

Public spending is to be cut over the next two years, but there will also be some increase in projects to create more jobs and promote industrial productivity and exports. Finally, a new round of indirect tax increases will strengthen the state budget by Kr.5bn. Cigarettes, tobacco, beer, wine, spirits, petrol

tea and coffee are all included, while there is a new Kr.3 per kilogram tax on sugar. A new tax on energy also comes in, while road vehicles taxes go up, with especially big increases in the registration fee for commercial vehicles. There will be a Kr.1 tax on every cheque and taxes on leisure boats.

The Prime Minister said that every responsible member of the Folketing had to "consider the effect that a rejection of the programme would have abroad. But the Liberals argue that it will only imply a slight improvement in the budget deficit, will have a minor effect on the country's record current balance of payments deficit and will not be able to prevent hourly wage costs from rising from at least 15 per cent next year. "It can only lead us further into the economic morass," said Liberal leader and former Prime Minister Paul Hartling.

EEC jobless remains at 4.5%

BY ROBIN REEVES

BRUSSELS, August 17.

THE NUMBER of unemployed in the European Community still amounted to about 4.7m. people in June, equivalent to 4.5 per cent of the labour force and the same level as December, 1973, according to the Brussels Commission's latest monthly economic report.

At the same time, the Commission warns that while there was some moderation in consumer price increases in June, following the acceleration in early spring, considerable inflationary pressures have remained.

It calculates that for the EEC as a whole, consumer prices in June increased some 45 per cent, expressed as an annual rate, as against approximately 15 per cent in May and 17 per cent in April.

Although the recent downward movement in wage costs in manufacturing industry has tended to spread to a larger number of countries, the price of certain agricultural products

of animal origin have fallen, other factors forcing up prices and costs have remained strong, it says. A new factor will, of course, be the European-wide drought which did not begin to bite in earnest until July.

On unemployment, the report concludes that the tendency for unemployment to stop growing has become unmistakable in France, Denmark and Ireland. But it believes the downward movement in unemployment has not momentum in Germany, and in the other member countries the number of job seekers has again risen. In the U.K. and the Netherlands the seasonally adjusted unemployment figures have been swollen by school and university leavers, it notes.

On industrial production, the Commission reports that the recovery, which got under way a year ago in the Community, continues in May. Although the rate of growth of production is no longer as high

as it was at the end of last year or early this year, a growing number of industries are stepping up their output, it says.

But it sees no uniform pattern across the Community. It describes industrial production as forging ahead. West Germany and France, where the pace of recovery had been above average, are now countries where the tendency to revert to normal production tempos has been most marked.

In the Benelux countries, too, it seems that production is, for the present, tending to mark time, though at a high level.

This recovery in industrial output has been accompanied by a marked deterioration in the Community's overall trade balance. In the first four months of 1974, the average monthly trade deficit of the EEC as a whole with non-member countries was over 1bn. units of account, more than in the same period of 1973.

Boycott threat by Spain's Socialists

BY FELIPE GONZALEZ, SECRETARY

MADRID, August 17.

THE POWERFUL Socialist Workers' Party today threatened to wreck the Government's plans for political reform by announcing it will boycott the promised general elections unless they are for an assembly which will write a new democratic constitution.

The Government has announced a step-by-step programme of reform of the Franco regime from within. It has promised general elections for a new parliament for the first half of 1977—once the reforms and constitutional changes are completed.

Mr. Felipe Gonzalez, secretary-

general of the Socialist Workers' Party, which is generally considered Spain's potentially largest opposition party, said today the process must be reversed—elections first, and changes in the constitution later.

Mr. Gonzalez's statement came as a surprise. He had met with a three-hour private talk on Spain's democratic future last week, and both sides had indicated that there was basic agreement between them, even though they still differed on details.

the opposition. If the Socialists boycott the elections, most other democratic parties are likely to follow the example, Opposition sources said. In this case, elections would have little meaning.

Mr. Gonzalez's statement came as a surprise. He had met with a three-hour private talk on Spain's democratic future last week, and both sides had indicated that there was basic agreement between them, even though they still differed on details.

Statfjord cost estimates increased

BY FAY GJETER

OSLO, August 17.

STATFJORD, Norway's state oil concern, has increased from Kr.20bn. (£2bn.) to Kr.30bn. its estimate of development costs for Statfjord, which overlaps the boundary with Britain's sector and is the largest oil and gas field yet discovered in the North Sea.

The new figure submitted to the Ministry of Industry last month was disclosed by industry Minister, Mr. Bjørn Gjerde, in an interview today. It includes the sum of Kr.3.5bn. for a natural gas

liquids (NGL) shore terminal, and not forseen in the original plans, so that the net increase on the earlier estimate is some Kr.4.5bn.

Only two months ago, the Norwegian Storting (Parliament) approved plans for the second stage of Statfjord's development, based on the basis of the Kr.20bn. estimate. According to Mr. Gjerde, however, it was evident even then that this figure was out of date—partly because of delays in completion of the field's first

platform (Statfjord A) and partly because of the general increase in offshore costs.

For this reason, he said, the Ministry had asked Statfjord for new estimates. Mobil, which operated for the group development of the field, had not so far submitted revised estimates, he added.

On seeing Statfjord's new figure, the Minister had felt—in view of the "large changes involved"—that he could not simply inform in completion of the field's first

Rivals tangle over Belgian television rights

BY DAVID CURRY, IN BRUSSELS

FOR MOST people Le Boucher was simply a way of whiling away a dark November evening: a French film, shown on German television with German subtitles, available in Belgium to viewers receiving German television by cable. It portrayed the attempts by the butcher featured in the title to carve steaks out of the undoubtedly successful earnings of Mlle. Stephanie Audran.

For the Belgian Government, the official television networks, authors, producers and actors, to say nothing of the 70 or so cable companies, Le Boucher had ceased long ago to be just another of the 1,200 films shown annually on television sets in Belgium, and it was his claim to make legal history. The film is set fair to become a pivotal case determining the law on intellectual property artists' rights and so on and in Belgium, on the rule of television—cable and otherwise.

The television showing of Le Boucher preceded its general release in Brussels. In fact, cinemas cancelled their bookings, and distributors, film producers and the French companies owning TV rights in the film sued the biggest Belgian cable company for damages. Coditel, a subsidiary of the giant electricity subsidiary, Electrobel, found itself paying out a fine of B.F.s.300,000. It appealed.

That was a year ago. Just a week ago the courts handed down judgment in another case with even more serious implications for the cable companies. A group of cinema owners sought a court order instructing cable companies to cut out the

advertising slots from the foreign programmes they made available in Belgium via cable. At the very same time the charter of the State broadcasting service, its reform, and Mr. Leo Tindemans, leader of the ruling Conservative-Liberal coalition, has protested vehemently against the alleged left-wing bias of the Belgian radio and television, while the lobby for the commercial channel is beginning to feel the wind in its sails.

The scene is set for a tortuous and badly-lit debate in the Belgian Parliament, and the real battle will be fought elsewhere, in Belgium, and in almost any other country in the world, and certainly much because determining the law on intellectual property artists' rights and so on and in Belgium, on the rule of television—cable and otherwise.

The country boasts about 25m. television sets, for a population of 10m. people. Around 40 per cent of viewers get their transmission via cable.

It is a country where people are used to hearing foreign languages, as its population is divided between Flemish, French and German speakers, and a motorist setting out from any part of Belgium can be in Holland, Germany, Luxembourg or France driving between lunch-time and bedtime. Thus, foreign television programmes are widely available with an individual aerial, and with amplification and transmitted through cable, become fairly generally on offer.

The minimum choice of programmes via cable includes the two local channels, three French and Luxembourg. More sophisticated systems bring three French channels into the range, while some cable companies are already promising their clients BBC and ITV, whose programmes can be captured on the coast via an ordinary aerial.

The cable companies simply capture the signal and strengthen it. They pay nothing for the privilege (for foreign systems it is simply a form of free propaganda) although in some cases a small contribution to the cost of purchasing the rights is asked. Coditel says it pays 33 per cent contribution to the French and Luxembourg channels towards artists' rights, etc.

In international law the cable companies seem well clear of obvious infringement. The international rule on broadcasting is that it is permitted to improve a signal that can be captured in any case, while the 1948 Brussels Convention on authors' rights and the like is generally accepted to have little relevance to the new technology of the cable transmission (is a cable transmission part of the original broadcast, as the companies claim, or a new broadcast, for example?).

Cable companies have mushroomed in Belgium. The pioneer was Coditel, set up in 1960 to near Namur with a view as much as anything else, to hosting the electricity demand from the parent Electrobel during evenings. By 1963 it had some 1,000

customers. Now it has a hundred times as many.

Last year, "mixed" cable companies—joint ventures between local authorities and private enterprise—were set up in B.F.s.800m. (11m.). Coditel claims some 102,000 customers in the Brussels area alone, while Brutele (Brussels), Teledis (Lège) and Belgacom (Antwerp) each are credited with some 60,000 clients. They charge normally between B.F.s.2,000 and B.F.s.3,000 annual cable rental for either six or 11 channels.

The minimum choice of programmes via cable includes the two local channels, three French and Luxembourg. More sophisticated systems bring three French channels into the range, while some cable companies are already promising their clients BBC and ITV, whose programmes can be captured on the coast via an ordinary aerial.

The cable companies simply capture the signal and strengthen it. They pay nothing for the privilege (for foreign systems it is simply a form of free propaganda) although in some cases a small contribution to the cost of purchasing the rights is asked. Coditel says it pays 33 per cent contribution to the French and Luxembourg channels towards artists' rights, etc.

In international law the cable companies seem well clear of obvious infringement. The international rule on broadcasting is that it is permitted to improve a signal that can be captured in any case, while the 1948 Brussels Convention on authors' rights and the like is generally accepted to have little relevance to the new technology of the cable transmission (is a cable transmission part of the original broadcast, as the companies claim, or a new broadcast, for example?).

commercial radio or TV in Belgium.

The Belgian radio and television corporation suffers from state control. Its governing Board reflects every shade of political and trades union opinion, carefully weighted, while the same political balance runs through its staffing. One result of this has been that certain sections of the service have been a political viewpoint which may be contradicted elsewhere.

Premier Leo Tindemans does not love the organisation. He had a sharp brush with it earlier in the year when he complained that early morning radio news-casts were heavily left-wing in tone: on any one of the schedules were reorganised it provoked a series of wildcat strikes which resulted in whole days of light classical music of the Swan Lake variety, punctuated by sparse and infrequent news bulletins.

The broadcasters in question argued that they were only providing working-class news for the early-morning working-class audience.

The line of attack chosen by the Government has been to demand an end to the corporation's "monopoly". But in the course of remarks in an interview over commercial radio channel (ironically an RTL channel doing a round-up of European viewpoints) broadcasting from Lille Mr. Tindemans let slip a personal comment which created a furore in Belgium. "In the context of aid for the Press," he remarked, "it would be necessary to look at the creation of a commercial radio and TV channel under the control of the (written) Press."

This, he added, would kill two birds with one stone: end the state corporation's monopoly and provide revenue for the ailing newspaper industry.

The Belgian Socialists, who are very quick to get indignant, duly rose to the bait. But their temper at the idea of permitting private capital into broadcasting was compromised by the fact that Socialist councils are heavily involved financially in cable companies in Wallonia, and that the French-speaking Walloon population constitutes a loyal audience for RTL.

The cable companies have done their best to fight back. They claim that it would cost each cable company some B.F.s.5m. to monitor each channel per year to cut out the advertising.

In any case, they argue, many houses receive foreign channels from ordinary aerials, and it is inconsistent to try to cut advertising out of cable programmes when it is available to anyone with an old antenna in the attic. Besides, cutting out the ads would smack of censorship, while viewers would hardly be amused by having Citizen Kane, for example, punctuated by

seven blank slots. It would be far too costly to try to fill the blanks.

Coditel put it this way: their role is purely technical. It is to capture and distribute foreign programmes, while the law permits. They have nothing to do with the contents of the programmes, their signal is part of the original transmission, for which the rights have been paid. But the other side of the argument is equally persuasive. Take the Olympics, they say. What would have happened if the Belgian channels had refused to pay the asking price for broadcasting rights? Precisely nothing, of course, because Belgian viewers could have watched the Olympics on any one of the neighbouring channels, without a penny being paid to Montreal. How long, indeed, can Belgium demand of foreign writers, artists and producers to make free presents of their work to the country?

This latter is the very argument which the cable companies must use in their attempt to get British broadcasting into Belgium. It is understood that the British companies, notably the BBC are satisfied that there is no danger of their exports of programmes being threatened by the showing of live television. But there is no question of their transmissions being used without some settlement of the demand of British television artists and workers for royalties. The legal threat to the diet of films, and the lack of any adver-

Philips attack on Dutch policies

By Michael Van Os

AMSTERDAM, Aug. 18.—LAND'S largest employer, the giant electrical group, launched a fierce attack on Government policies which it claims are hindering the economic recovery.

The latest Government proposal for a sweeping curbs on "democratic" planned introduction of profit share system, Government's intent securing some form of over private sector's "women" the already available investment in Holland. The draft law yet to be passed Parliament.

Philips Board member Robert Spinoza launched the attack statement read after a Press briefing here on the company's results. He said the economic development of Holland as a whole is at risk to "great work Philips."

He said that the str of real labour costs increasing collective from taxes, social p and the like, coupled with a "scarcely deflation, an increase employment and a of the country's international competitive position. He proposed excess profit levies would seriously the Dutch investment which would mean a threat to employment.

Hersant 50 share of France-Sol

By Rupert Cornwell

PARIS, Aug. 17.—THE CONVERSATION Press magazine, M. Hersant today added to the list of the leading paper France-Sol to which already inched serious daily Le Figaro, the North and West countries.

The deal with the owner of France-Sol, Winkler, was signed in the teeth of opposition from the journalists' culminated strike called last night prevented publication in keeping with the toral secrecy which rounded the recent dealing in the Press Alliance, the which has run for since the beginning when the 78-year Winkler bought it. Hachette publishing.

On the face of it, M. Winkler will confine himself management side and the paper's switch to a financial facade, but he has installed for M. Winkler, it is will be firmly in editorial matters.

However, the trans already aroused bitterness in both Press and political circles. Division is taken to the war record of M. Winkler, the prospect of a provoked fear of a over-concentration of power in the hands of person.

Uncertain

The net result of a decade of legal and political wrangling over merely cable television vision generally in Belgium will not be settled, it is argued, until the television network face confidure of a long debate over its status companies sense a vil through in their battle their advertising revenue film producers and made it difficult to avoid the issue of rights and the aerial political of the pros and cons of co-broadcasting—leaves other ingredients, with touch of spice.

Le Boucher has, after minicement of some in fortible Belgian practice

TELEX COS

TELEX COS

TELEX COS

TELEX COS

TELEX COS

WORLD TRADE NEWS

Romania in talks on orders from Britain

David Lascell

ROMANIA is negotiating several orders from Britain, according to sources in London.

The orders are at an advanced stage, involving the supply of oil and metallurgical equipment, they said. There is also a possibility of orders for other goods.

The first half of this year, exports were £19.7m, and imports £25.2m. This marks a turnaround from the period last year when exports were £24.4m, worth of £14.5m.

According to the Romanians, the low level of U.K. exports to Romania is due to a lack of British interest in the country, which would have been reflected in the first part of 1976.

They said that British exports had been markedly more since this year, and that this was reflected in a large increase in the second half of the year.

Romanians also expected a further increase in exports to Britain, because of anti-dumping duties applied against some of their goods.

During the visit of Sir Harold Wilson, then Prime Minister, to Romania last year, British and Romanian officials agreed to increase trade by 100 per cent by 1980.

However, the rate of increase since then had not been enough to meet this target, the Romanians say they are now stepping up the pace.

KUWAIT, August 17. Kuwait Ministry of Electricity and Water has awarded a contract for expansion of water and electricity to a consortium of Japanese and Kuwaiti companies.

The contract calls for installation of three turbines and boilers to increase total power output to 110 MW by 1979.

The salt water distillation plant will be installed, each with a capacity of 500,000 gallons of fresh water a day, raising Kuwait's capacity of salt water distillation to 80m. gallons a day.

NGLO-AMERICAN SECURITIES CORPORATION LIMITED

Financial Statement for the six months ended 15th July 1976.

	(Unaudited) Six months ended 15th July 1976	Six months ended 15th July 1975
Gross revenue	1,555,050	1,476,714
Less: Expenses and Interest	306,279	284,962
Net revenue before taxation	1,248,771	1,191,752
Less: Taxation	458,629	478,108
Net revenue	790,142	713,644
Less: Preference Stock Dividend	40,611	40,611
Net revenue	749,531	673,033
Less: Interim Dividend	539,683	539,683
NET REVENUE RETAINED	£179,848	£133,350

Dividend on Ordinary Shares payable 23rd August, 1976...

*Net Asset Value per Ordinary Share at end of period

Net Asset Value per Ordinary Share assuming full conversion of Convertible Loan Stock

et Asset Value includes the full amount of the investment premium which at 15th July, 1976 was 25p per Ordinary Share (15th July, 1975—25p, 15th January, 1976—31p per share).

provision has been made for any liability to tax on gains which may arise in the future on realisation of securities.

COMPAGNIE FINANCIERE DE SUEZ

Registered Office: 1, rue d'Asiat, 75008 PARIS

Financial year from January 1 to December 31. INTERIM STATEMENT OF INCOME—1976 (compared with 1975)

	1975	1976
Income quarter	2,590,935.06	1,622,388.10
Income quarter	93,835,219.98	113,941,928.02
Income quarter	96,224,175.04	115,564,316.12
Income quarter	3,152,444.73	4,767,929.73
Income quarter	18,642,012.99	45,424,235.01
Income quarter	21,794,457.72	50,192,164.74
Income quarter	118,018,632.76	165,756,480.86

could be noted that, in the case of portfolio investment, comparisons are of no significance unless they are over a long period.

LONDON, 16th August, 1976.

Bolivia borrows \$75m. in largest commercial loan

BY HUGH O'SHAUGHNESSY

BOLIVIA is to borrow \$75m. on the Eurodollar market, the largest foreign commercial loan it has raised in its history.

The loan is to be signed tomorrow by Sr. Carlos Calvo, the Finance Minister, and a consortium of international banks led by Citicorp.

It is for a five-year term at 2 per cent over London inter-bank offered rate. The funds are to be applied for projects in the mining, hydrocarbons and agricultural fields.

Speaking in London yesterday, Sr. Calvo said that Bolivia's borrowing would next year be at about the same level as this year, namely, about \$175m. in the foreign commercial banking market.

He hoped that in future the amount would increase as he on project finance. So far Bolivia had had few projects of big scale to interest the foreign banks, but such plans as the building of a gas pipeline to Brazil and the establishment of a steel industry using the iron ore from the Mutun deposits would increase the sums of foreign finance needed, he said.

Sr. Calvo said that Bolivia was also hoping to re-enter the bond market as a way to bridge the gap between the five-year money it was now being offered and the need for long-term money for its more long-term projects.

The Bolivian minister said that the country's inflation rate this year would not exceed 10 per cent, and that a possible small trade deficit would be more than covered by inflows of capital

thus giving Bolivia a current balance of payments surplus this year.

Sr. Calvo commented that recent oil finds by two U.S. companies working in Bolivia had at least doubled the reserves from the eight years of domestic consumption they had formerly been assessed at. He decried criticism that the government of General Hugo Banzer was exporting the country's natural gas recklessly and said that there was more than enough to supply domestic needs and the requirements of Argentina and Brazil.

The minister claimed that with General Banzer approaching five years in power Bolivia had been enjoying one of the longest periods of stability it had ever known.

100,000 more workers if the balance of payments was to be equalised, he said.

The cause of the too high unemployment, and too great foreign debt was that industry had been unable to develop sufficiently to earn the foreign exchange needed for imports, he said.

He added that industrial wages had risen in the past three years 6 per cent, more than in France, 8 per cent, more than in Belgium and Holland, 20 per cent, more than in West Germany, 25 per cent, more than in Britain and 60 per cent, more than in the United States.

Exports were up by 7.5 per cent, on the corresponding 1975 figure to Sw.Frs.3,082.6m., while imports increased by 5.3 per cent, to Sw.Frs.3,000.1m., giving a surplus of Sw.Frs.82.5m. for the first seven months of 1976.

The Swiss foreign-trade balance shows a cumulative surplus of Sw.Frs.332m., as compared with a trade gap of Sw.Frs.1,423.6m. for the same period of last year.

This is the sixth consecutive month that exports have equalled or surpassed imports in the Swiss trade balance. The Swiss economy has not yet reached the level of recovery anticipated by the Government when the recession reversed, even though import values are now increasing again after the sharp declines of the 1975 recession.

Should the swell in new import orders not occur soon, Switzerland could be faced with its first foreign-trade surplus since 1981, after three years of deficit.

Switzerland has booked a surplus of this kind last year the trade gap narrowed very rapidly from the 1974 record of Sw.Frs.7,575m. to a figure of only Sw.Frs.540m. due to the first overall decline in foreign-trade activity since 1958.

But while figures from the Central Association of the Electrical Technical Industry

EXPORT ORDERS for West German electrical products rose by 19 per cent in the first half of 1976. The buoyancy of overseas demand, however, was not matched by domestic performance. Domestic orders fell back by 1.3 per cent, compared with the first half of 1975, which brought the overall increase in bookings back to all increase in nominal and, in price-linked terms, 1.8 per cent.

German electrical boost

show domestic orders well below the level of 1974, turnover held up reasonably well. The industry's total turnover in the first half went up by 10.7 per cent, compared with the same period of the previous year to DM38.2bn. (£8.4bn.).

Again growth was buoyed up by export performance with overseas sales up 15.8 per cent, with increases showing in most sectors. Domestic turnover increased by 8.7 per cent, although here growth was patchy.

depreciation of the pound against the Yen.

The answer to such charges is, briefly, that big cost savings have been effected in the last year by automation, reduction of the material content of sets (for example, the wiring in Sharp's sets has been reduced by half since 1973) and by raising operating ratios at previously underused plants.

Sony says that it has cut its costs by 18 per cent over a period of between one and two years during which the pound has depreciated against the Yen by 28 per cent.

Sony expects to raise prices in the U.K. by about 10 per cent to cover the difference between its cost savings and the pound depreciation. It says, however, that price increases will be gradual and will be timed to coincide with modifications to its sets.

Sony at present exports one basic monochrome portable to Britain, the TV-110, which retails at £86.75. It points out that this price, at the current exchange rate, is about 40 per cent more than the price for the same model on the Japanese market (¥ 29,800).

Sharp says it is now "in a position" to start raising its prices in Britain, but says that it too has made big cost savings over the past three years through its "Eim" programme (standing for saving energy, labour and materials).

Sharp also says that he considers its sets to be superior to many of those produced by the U.K. industry, at least at the portable end of the market. Matsushita and Sanyo, two other major TV exporters, to Britain were not available for comment this week because their head offices were closed for annual holidays.

But one manufacturer illustrated the overall position by suggesting that Taiwan's monochrome TV exports to Britain grew more than 10 times in the first five months of this year to 37,000 sets from only 3,400 sets during the same period of 1975.

Japanese electrical manufacturers have invested in Taiwan but probably not on the scale of Philips which has made the island into its principal Far Eastern production base.

Japanese TV manufacturers are well aware of the charges being levelled at them by their British competitors that their U.K. prices have stayed "unnaturally" low, given the recent

sponsored export year which began in June.

"This country has a greater need than most to export in order to pay for imports essential to our industries and to our people," the booklet says. Furthermore, "to the extent that exports do not cover the cost of imports we must, as a country, deplete our national trade, securing payment and export finance. Publication coincides with the Government-

New Audi challenge to Rover

By Stuart Marshall

THE new Audi 100 car, which will be a leading competitor to British Leyland's new Rover model, is announced today. It goes on sale in Germany at the beginning of next month and will reach Britain in November.

The Audi, to be made at the rate of about 250,000 units a year against the Rover's 150,000 units—will have two models with four cylinders, rated at 1.6 litres and 2 litres, and a unique five cylinder 2.3 litre model.

Initially, only 2-litre 100L and 100GLS versions will be sold in the U.K. Prices are likely to be about £4,100 and £4,700 respectively. The five-cylinder car will not arrive in Britain before next summer and will probably cost more than £6,000.

A copy of this advertisement has been delivered to the Registrar of Companies for registration.

TELEFONAKTIEBOLAGET LM ERICSSON

RIGHTS ISSUE AND BONUS ISSUE OF 1976
ADOPTION OF THE SWEDISH VPC SYSTEM OF SHAREHANDLING

The Annual General Meeting of Telefonaktiebolaget LM Ericsson ("the Company") held on 4th June, 1976, resolved to increase the Company's capital stock presently amounting to Skr 769,005,830, divided into 2,485,677 Series A shares and 12,894,440 Series B shares, all fully paid and with a par value of Skr 50 each, as follows:

—by Skr 128,167,600 to Skr 897,173,450 by means of a rights issue of 2,563,352 Series B shares;

—by an additional Skr 192,251,450 to Skr 1,089,424,900 through a bonus issue of 3,845,029 Series B shares, for which purpose the book value of the Company's fixed assets will be written up by Skr 187,095,883 and a transfer of Skr 5,155,567 will be made from unappropriated earnings.

The Annual General Meeting further resolved that the Swedish Law on Simplified Sharehandling of 20th November, 1970 be adopted by the Company with effect from 17th August, 1976.

TERMS OF THE RIGHTS ISSUE AND THE BONUS ISSUE

Rights Issue
Issue price: The new shares will be issued at a price of Skr 75 per share.
Subscription period: Subscription is to be made in the period from 17th August to 29th October, 1976, both dates inclusive.

Pre-emptive right to subscribe: The Company's shareholders have the pre-emptive right to subscribe for one new Series B share for every six Series A and/or Series B shares held.

Allocation of shares subscribed without pre-emptive right will be made at the discretion of the Board of Directors.

Payment for subscribed shares shall be made in one amount not later than 1st December, 1976. In the event of payment after 31st August, 1976, interest is to be paid at the rate of 8 per cent, per annum as from the latter date up to and including the date of payment.

Bonus Issue
Entitlement: The Company's shareholders are entitled to receive one new Series B share free of payment for every four Series A and/or Series B shares held.

Provisions Common to Both Issues
Dividend right: The new shares will carry the right to any dividend payable in respect of the financial year ending 31st December, 1976, and subsequent years.

Stamp duty: Swedish stamp duty on the new shares will be paid by the Company.

THE SWEDISH VPC SYSTEM OF SHAREHANDLING

On 1st January, 1971 the Swedish Law on Simplified Sharehandling of 20th November, 1970 came into force. Under the terms of the new legislation a special institution, Värdepapperscentralen VPC Aktiebolag (Securities Register Centre) ("VPC") has been formed, owned 50 per cent, by the Swedish government and 50 per cent, by Swedish banks, and other brokers.

In principle, only the name of the beneficial owner can be entered in the shareholders' register maintained by VPC on behalf of the Company. It is, however, possible to register as nominee non-Swedish bank or other non-Swedish custodians holding shares for shareholders domiciled outside Sweden, subject to the receipt by the Swedish company of official permission.

Shareholders who do not surrender their existing bearer or registered certificates for exchange in accordance with the following procedure may not—on dividends or capital increases authorised after 17th August, 1976 be concerned—collect dividends or receive subscription right certificates, fractional scrip certificates or bonus shares, in connection with further capital increases, until such exchange, and the subsequent recording in the shareholders' register kept by VPC on behalf of the Company, has taken place.

GENERAL PROCEDURE TO BE ADOPTED BY SHAREHOLDERS

A Circular has been despatched from Stockholm to all persons known by the Company to be or to have been shareholders. Copies of the Circular and covering letter for U.K. shareholders, may also be obtained upon request from S. G. Warburg & Co. Ltd., together with Application Forms, on and from 18th August, 1976.

Shareholders of the Company are requested to surrender their existing bearer or registered share certificates with talon and coupon number 50 attached, together with a duly completed Application Form, during the period to 29th October, 1976, to one of the banks mentioned in the Circular.

Upon surrender, registered share certificates must either be registered in the name of or endorsed to the shareholder or otherwise endorsed in blank; bearer certificates do not require endorsement. The Application Form should be properly signed by the shareholder, for where appropriate, by a legal guardian.

Against delivery of existing bearer or registered share certificates together with a duly completed Application Form, shareholders will receive the following documents after processing by VPC and the Swedish handling banks:

—A VPC Certificate in respect of the previous holding as well as the bonus shares;

—Fractional Scrip Certificate(s) if the number of shares surrendered should not be evenly divisible by four;

—A Subscription Certificate in respect of the number of shares subscribed; and

—Subscription Right Certificate(s) representing the number of shares surrendered for which the related subscription right is not exercised at the same time.

Upon expiry of the subscription period on 29th October, 1976 Subscription Right Certificate(s) and the bearer or registered share certificates that have not been surrendered will no longer entitle the holder to exercise the pre-emptive right to subscribe.

It is expected that the processing of the documents by VPC and the Swedish handling banks will take approximately two weeks for Swedish shareholders; foreign shareholders should therefore make due allowance for mailing time to and from Stockholm.

SWEDISH EXCHANGE CONTROL REGULATIONS

Currency regulations in force in Sweden, while allowing non-residents to take up shares subscribed on the basis of present holdings, including shares subscribed on the basis of subscription rights purchased or otherwise acquired in order to raise the number of subscription rights held to a number divisible by six, do not permit non-residents to subscribe additional shares on the basis of further purchases or acquisitions of subscription rights, unless rights so purchased or acquired have been issued to a non-resident person on the basis of shares already held outside Sweden or held by a Swedish bank for the account of a non-resident person. Non-resident shareholders are allowed to sell subscription rights and fractional scrip in Sweden and to freely transfer the proceeds.

In addition to the listing of the Company's Series A and Series B shares on the Stockholm Stock Exchange, the Series B shares are also listed on the stock exchanges in Amsterdam, Düsseldorf, Frankfurt (Main), Geneva, Hamburg, London, Oslo and Paris.

(a) RIGHTS ISSUE

U.K. shareholders wishing to exercise their subscription rights should lodge their bearer or registered share certificates, with talon and coupon number 50 attached, together with their Application Form duly completed and a bankers' draft for the full amount payable, at S. G. Warburg & Co. Ltd., not later than 27th October, 1976. Upon receipt of these documents, S. G. Warburg & Co. Ltd. will issue a temporary receipt. In the event that a shareholder does not wish to exercise the subscription right in respect of the whole or part of the shareholding, Subscription Right Certificate(s) will be issued by S. G. Warburg & Co. Ltd. on behalf of the Company in respect of the number of shares surrendered for which the subscription right has not been exercised.

Shareholders' attention is drawn to the fact that the Company will charge interest at the rate of 8 per cent, per annum in the event of payment for shares subscribed after 31st August, 1976 with effect from the latter date up to and including the date of payment.

(i) Sale of Rights

U.K. shareholders wishing to sell their rights (represented by Subscription Right Certificate(s)) must instruct S. G. Warburg & Co. Ltd. by letter by not later than 3 p.m. on 27th October, 1976 to arrange the sale of such rights.

The proceeds of the sale of rights (after deducting all relevant expenses) will be paid to shareholders through their agent.

(ii) U.K. Exchange Control Regulations

The shares of the Company constitute foreign currency securities for U.K. exchange control purposes. Accordingly, persons resident in the U.K. for exchange control purposes will, unless utilising the proceeds of a foreign currency loan authorised by the Bank of England, be required to purchase Swedish Kronor through the investment currency premium market on taking up their rights. Authorised Depositaries wishing to make payment in £ sterling must agree the rate of exchange with S. G. Warburg & Co. Ltd. (Coupon Department, extension 567).

The proceeds of the sale of rights by U.K. residents for exchange control purposes may be eligible to be treated as investment currency, subject to the 25 per cent, surrender requirement, where applicable.

The new shares will constitute foreign currency securities, which if owned by persons resident in the U.K. for exchange control purposes, must be held by or to the order of an Authorised Depositary.

(b) BONUS ISSUE

Against surrender of their bearer or registered share certificates, with talon and coupon number 50 attached, together with Application Forms duly completed, U.K. shareholders will receive one new share for every four shares held. The abovementioned temporary receipt will also cover the allotment of shares arising under the bonus issue.

S. G. Warburg & Co. Ltd. will issue Fractional Scrip Certificate(s) on behalf of the Company if the number of shares surrendered should not be evenly divisible by four. S. G. Warburg & Co. Ltd. are prepared to arrange the purchase of fractional scrip for rounding-up purposes, as well as the sale thereof.

U.K. exchange control permission has not been applied for in respect of either the rights or bonus issues. Accordingly, all documents should be lodged by shareholders with

S. G. Warburg & Co. Ltd.,
Coupon Department,
St. Albans House, Goldsmith Street,
London EC2P 2DL

through an Authorised Depositary.

LISTING AND DEALINGS

It is intended that application will be made in due course to The Stock Exchange for the new shares arising from the rights and bonus issues to be admitted to the Official List.

Authorised Depositaries will be advised when VPC Certificates and Subscription Certificate(s) are available to be exchanged for temporary receipts and when the proceeds arising from the sale of rights will be paid.

TELEFONAKTIEBOLAGET LM ERICSSON

Board of Directors,
Stockholm,
18th August, 1976.

New Audi challenge to Rover

By Stuart Marshall

THE new Audi 100 car, which will be a leading competitor to British Leyland's new Rover model, is announced today. It goes on sale in Germany at the beginning of next month and will reach Britain in November.

The Audi, to be made at the rate of about 250,000 units a year against the Rover's 150,000 units—will have two models with four cylinders, rated at 1.6 litres and 2 litres, and a unique five cylinder 2.3 litre model.

Initially, only 2-litre 100L and 100GLS versions will be sold in the U.K. Prices are likely to be about £4,100 and £4,700 respectively. The five-cylinder car will not arrive in Britain before next summer and will probably cost more than £6,000.

A copy of this advertisement has been delivered to the Registrar of Companies for registration.

TELEFONAKTIEBOLAGET LM ERICSSON

RIGHTS ISSUE AND BONUS ISSUE OF 1976
ADOPTION OF THE SWEDISH VPC SYSTEM OF SHAREHANDLING

The Annual General Meeting of Telefonaktiebolaget LM Ericsson ("the Company") held on 4th June, 1976, resolved to increase the Company's capital stock presently amounting to Skr 769,005,830, divided into 2,485,677 Series A shares and 12,894,440 Series B shares, all fully paid and with a par value of Skr 50 each, as follows:

—by Skr 128,167,600 to Skr 897,173,450 by means of a rights issue of 2,563,352 Series B shares;

—by an additional Skr 192,251,450 to Skr 1,089,424,900 through a bonus issue of 3,845,029 Series B shares, for which purpose the book value of the Company's fixed assets will be written up by Skr 187,095,883 and a transfer of Skr 5,155,567 will be made from unappropriated earnings.

The Annual General Meeting further resolved that the Swedish Law on Simplified Sharehandling of 20th November, 1970 be adopted by the Company with effect from 17th August, 1976.

TERMS OF THE RIGHTS ISSUE AND THE BONUS ISSUE

Rights Issue
Issue price: The new shares will be issued at a price of Skr 75 per share.
Subscription period: Subscription is to be made in the period from 17th August to 29th October, 1976, both dates inclusive.

Pre-emptive right to subscribe: The Company's shareholders have the pre-emptive right to subscribe for one new Series B share for every six Series A and/or Series B shares held.

Allocation of shares subscribed without pre-emptive right will be made at the discretion of the Board of Directors.

Payment for subscribed shares shall be made in one amount not later than 1st December, 1976. In the event of payment after 31st August, 1976, interest is to be paid at the rate of 8 per cent, per annum as from the latter date up to and including the date of payment.

Bonus Issue
Entitlement: The Company's shareholders are entitled to receive one new Series B share free of payment for every four Series A and/or Series B shares held.

Provisions Common to Both Issues
Dividend right: The new shares will carry the right to any dividend payable in respect of the financial year ending 31st December, 1976, and subsequent years.

Stamp duty: Swedish stamp duty on the new shares will be paid by the Company.

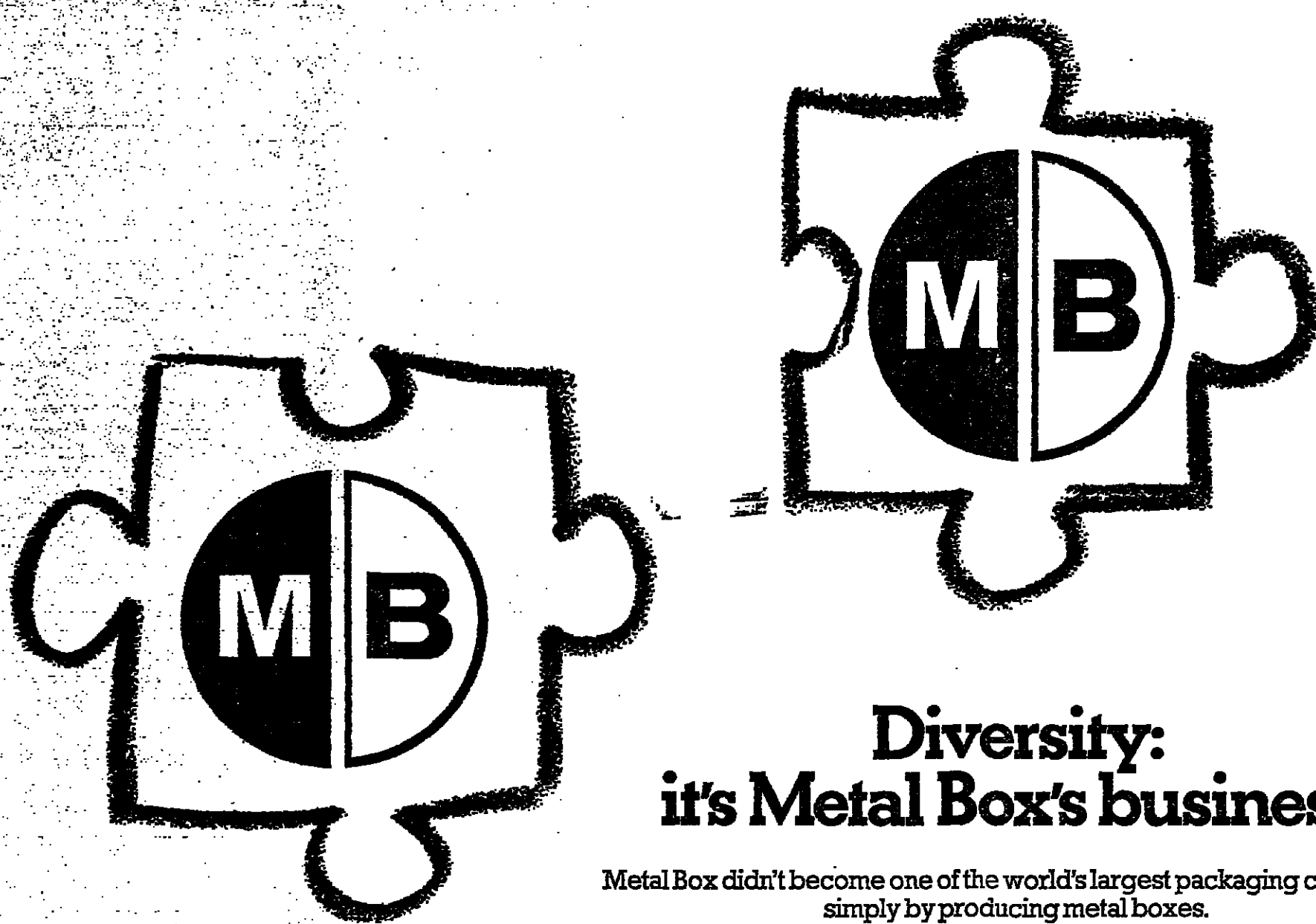
THE SWEDISH VPC SYSTEM OF SHAREHANDLING

On 1st January, 1971 the Swedish Law on Simplified Sharehandling of 20th November, 1970 came into force. Under the terms of the new legislation a special institution, Värdepapperscentralen VPC Aktiebolag (Securities Register Centre) ("VPC") has been formed, owned 50 per cent, by the Swedish government and 50 per cent, by Swedish banks, and other brokers.

In principle, only the name of the beneficial owner can be entered in the shareholders' register maintained by VPC on behalf of the Company. It is, however, possible to register as nominee non-Swedish bank or other non-Swedish custodians holding shares for shareholders domiciled outside Sweden, subject to the receipt by the Swedish company of official permission.

Shareholders who do not surrender their existing bearer or registered certificates for exchange in accordance with the following procedure may not—on dividends or capital increases authorised after 17th August, 1976 be concerned—collect dividends or receive subscription right certificates, fractional scrip certificates or bonus shares, in connection with further capital increases, until such exchange, and the subsequent recording in the shareholders' register kept by VPC on behalf of the Company, has taken place.

GENERAL PROCEDURE TO BE ADOPTED BY SHAREHOLDERS



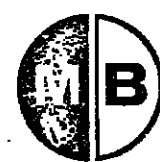
Diversity: it's Metal Box's business.

Metal Box didn't become one of the world's largest packaging companies simply by producing metal boxes.

We make containers in everything from metal to paper. We make the machinery to produce them and fill them. We provide packaging installations, after-sales service and consultancy to help our customers make the most effective use of the containers we supply.

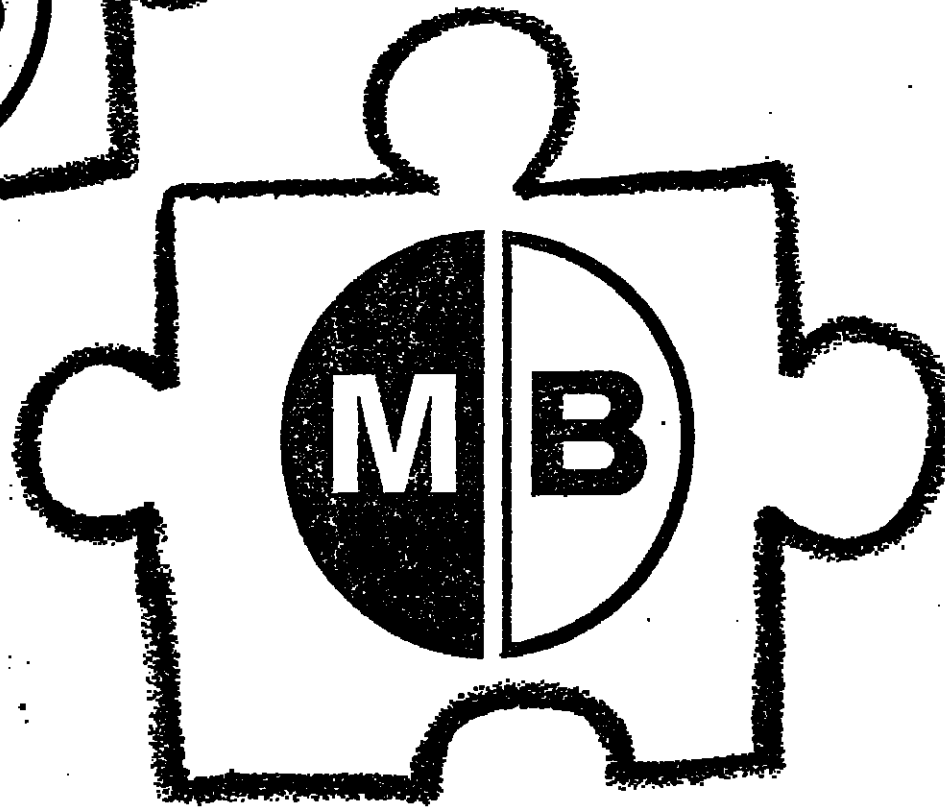
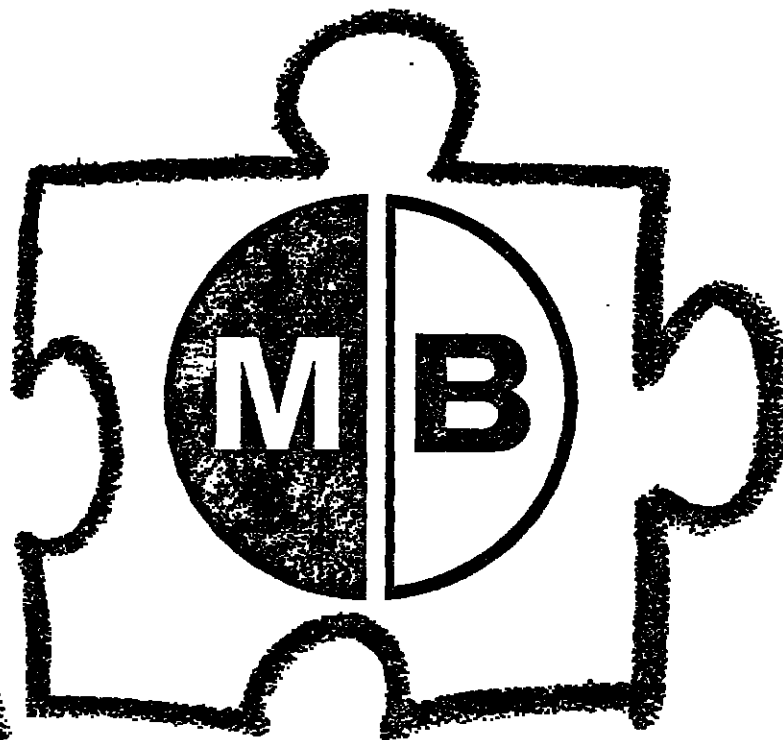
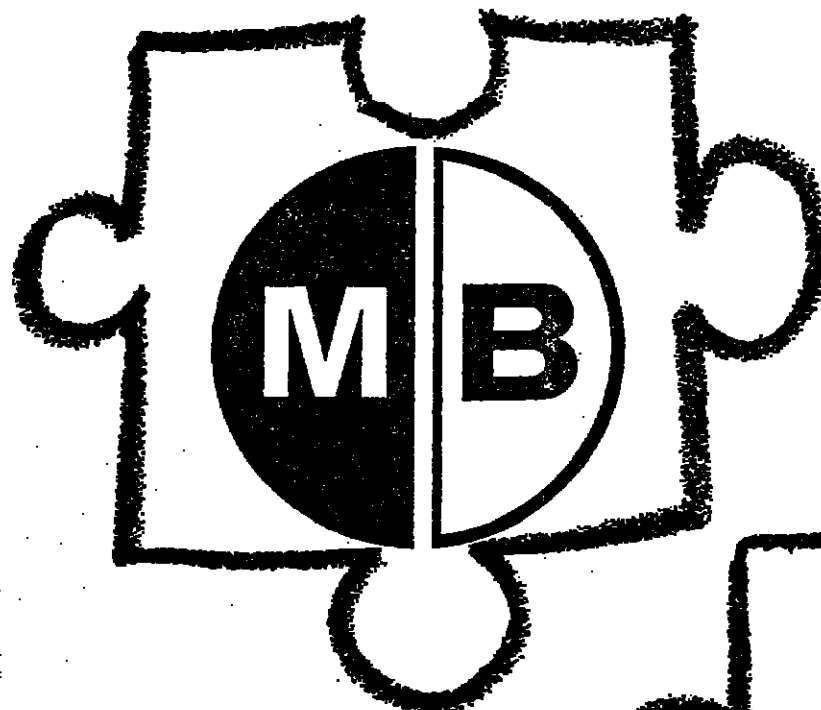
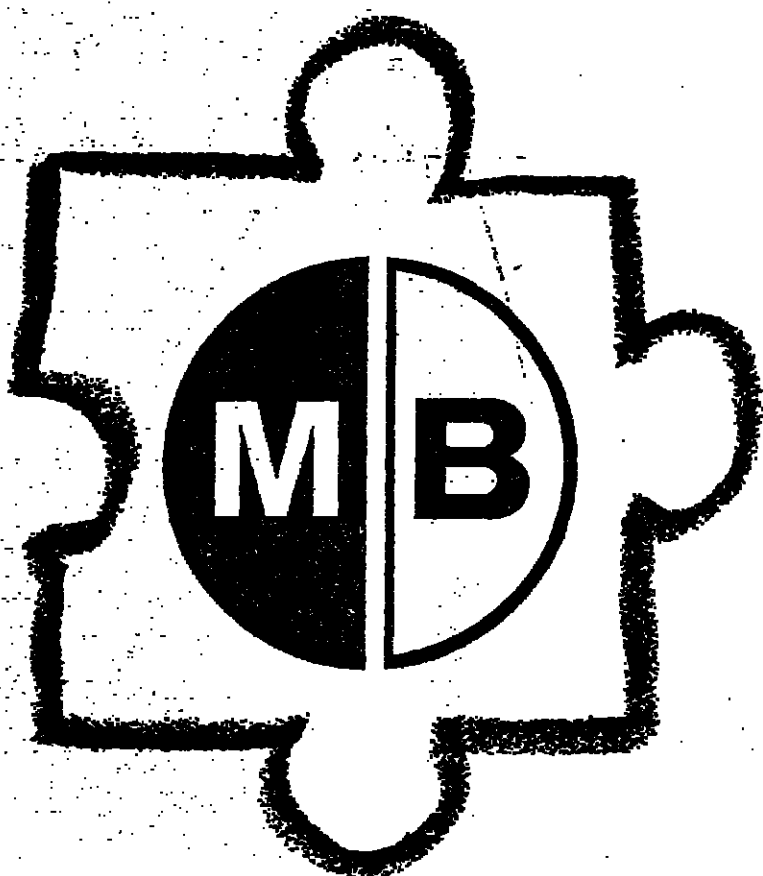
And we continue to seek new fields in which our manufacturing and marketing expertise can be put to profitable use; as with the acquisition of Stelrad, now part of the Metal Box family, and the world's largest manufacturer of radiators for central heating.

Today's new ventures could be the profit centres of tomorrow; which is why Metal Box will continue to see planned diversity as a major strength.



Metal Box Limited

A good business to be in



KINTA KELLAS RUBBER ESTATES, LIMITED

MR. P. T. GUNTON'S STATEMENT

The Sixty-sixth annual general meeting will be held in London on 9th September 1978. The following are extracts from the Chairman's circulated statement:

An increase of 3.3p in the net average selling price to 29.13p per kg. for our crop produced a pre-tax profit for the year, after charging replanting expenditure, of £310,010 compared with £253,570 for 1974/75. Income from an expanded investment portfolio increased from £58,719 to £73,333. Tin tribute was lower at £87,477 compared with £97,370 in 1974/75, due mainly to Malaysian Government export quota restrictions.

After providing £176,905 for taxation in Malaysia and the U.K. there remains £133,105 for the year compared with £89,828 for 1974/75. The board recommend a final dividend of 1.09p per share making a total distribution for the year of £64,985 or 1.873p per share, the maximum permissible. Government rubber price stabilisation measures were relaxed from October 1975 and as a result the harvested crop was better at 2,691,191 kg. compared with 2,837,887 kg. in 1974/75. Our factories at Kinta Kellas and Kelpin continued to produce good quality crumb rubber which found a ready market under the "Harub" trade name at useful premia over ordinary grades. As previously, the balance of the crop was sold in latex form at a discount on ruling prices for sheet rubber.

In the last quarter of 1975 the cloud of industrial recession lifted a little and the market improved on sustained buying of rubber by the U.S.A. By the end of December the price of RSS1 had risen in Kuala Lumpur to 170 sen f.o.b. per kg. and during the first half of 1976 the upward trend has continued to well over 200 sen. Although higher prices have been based upon a re-assessment of world economic prospects and an unexpectedly long winter season and drought in Malaysia, they have responded in some measure to speculative activity and, in common with other commodities, rubber has provided a refuge for nervous holders of sterling. Against a background of widespread international discussion of price stabilisation schemes, however, there has been some movement in the level and it would seem that if upward movement is to be resumed it will have to rest upon a firm foundation of increased activity in consuming industries. Although this has undoubtedly been a feature of the past few months, it remains to be seen whether it can be fully maintained.

For the first three months of the current year to end of June 1976 the crop was 644,110 kg. compared with 577,000 kg. for the similar period in 1975. The new wages agreement recently concluded with the estate workers' union will add to production costs but trading prospects for the current year in the improving world economic climate are encouraging.

SECRETARIES AND AGENTS:

HARRISONS & CROSFIELD, LIMITED.

LAMBERT HOWARTH GROUP LIMITED

INTERIM REPORT

The Directors announce the following unaudited result for the period 1st January 1976 to 19th June 1976. Comparative figures are for the corresponding period ended 21st June 1975.

	1976	1975
Turnover	£ 5,198,210	£ 4,529,221
Group Trading Profit	332,851	322,021
Before charging depreciation of Fixed Assets	93,285	84,129
Income from Investments	239,566	237,892
Group Profit before Taxation	245,614	243,495
Taxation—estimated	106,900	106,000
Group Profit after Taxation	138,714	137,495
Interim Ordinary Dividend—declared	27,000	25,500
	111,714	111,995

In my statement included with the Report and Accounts for 1975 it was mentioned that sales for January and February 1976 exceeded sales for the corresponding months of 1975. This improvement has been maintained in subsequent months but increases in costs and pressure on margins have resulted in a Group Profit similar to the Interim Profit in 1975.

Capital expenditure amounting to approximately £150,000 on modern injection moulding plant has recently been authorised by the Directors, for delivery towards the end of the year. This plant will not affect production levels this year but will add to our trading potential in 1977.

An Interim Ordinary Dividend of 0.80p per share (last year 0.75p) has been declared, payable on 1st October 1976 to members on the register at the close of business on 6th September 1976.

C. L. HOWARTH,
Chairman

THE FIRST SCOTTISH AMERICAN TRUST COMPANY LIMITED

Interim Statement (Unaudited)

For the six months ended	August 2 1976	August 1 1975
Gross Revenue	£ 869,446	£ 898,434
Deduct:		
Interest	241,040	232,865
Expenses	35,153	30,928
Taxation	217,265	493,460
	373,986	395,204

Gross Revenue for the six months to 1st August 1975, included interest on deposits accumulated to repay £1,900,000 of mortgage loans in May and July 1975.

An interim dividend of 0.7p on the Ordinary Shares (same as last year) has been declared payable on 1st October 1976, absorbing, together with the half-year's Preference dividend paid on 31st July 1976, a total of £217,731.

Valuation of Net Assets including full dollar premium	Net Asset Value per Ordinary 25p Share
August 2 1976	£36,141.158
February 2 1976	£36,287.778
August 1 1975	£30,496.441

Belshie House, West Ferry, Dundee.

Joint Managers
A. K. Alkenhead, W. D. Barr

HOME NEWS

Callaghan faces Scots call for revenue powers

By JOHN HUNT

MR. JAMES CALLAGHAN, Prime Minister, will give his supporters a firm assurance that the Government intends to press ahead with the massive devolution legislation next session when he pays a three-day visit to Scotland next week.

At meetings with the Scottish TUC and the Scottish Council of the Labour Party, he will be preaching to the converted. Among Labour MPs in Scotland, only Mr. Tam Dalyell, MP for West Lothian, and three others, remain opposed to devolution. The Scottish TUC is strongly in favour.

In fact, the executive of the Scottish party will impress on him that he must get the devolution Bill through the Commons at all costs if the Nationalists' threat of a completely separate Scotland is to be defeated.

Mr. Callaghan is, however, likely to be involved in a heated argument on the question of independent revenue-raising powers for the proposed Assembly. In its recent White Paper, the Government abandoned the proposal that the assembly should be able to raise revenue by means of a surcharge on the rates.

Unemployment

It substituted a vague promise to consider revenue-raising powers in subsequent legislation if there were overall changes in the framework of taxation and local government finance.

But the Scottish executive is not satisfied with this commitment. It has called for some form of independent revenue-raising powers.

Agents expect leap in house prices

By QUENTIN GUIRDHAM

THE HOUSING market is confused because building costs are out of step with the buying power of potential purchasers. Many house agents believe large price increases will inevitably follow once the present backlog of developments is taken up.

These are among the conclusions of a survey conducted among members of the Incorporated Society of Valuers and Auctioneers.

So far there is no sign of the much-feared renewed spiral in house prices, the survey report said. In the up to £10,000 category prices increased only 1.5 per cent in the three months to July and in the £10,000 to £20,000 by 2 per cent.

Mr. Michael Rains, chairman of the society's estate agency committee, said there "would appear to be a consistent market movement and this must surely have a welcome trend towards stability."

Active

Returns from the society's members throughout the U.K. indicated there were only slightly fewer houses on the market at the beginning of July than on March 31.

Supplies of Jensen spares assured for ten years

By TERRY DODSWORTH, MOTOR INDUSTRY CORRESPONDENT

OWNERS OF Jensen cars are assured of spares and servicing facilities for the next 10 years. Despite the auction of the company's assets which is due to end tomorrow, the servicing facilities are being kept on and a new company, Jensen Special Projects, has been formed to take over some of the small-scale engineering and glass fibre work.

Jensen, based in West Bromwich, went into receivership 11 months ago with £3.7m. debts to unsecured creditors. Receipts from the auction will go towards paying off the company's debenture holders, Bank of America, while shareholders are expected to get nothing.

During the long saga of Jensen's troubles there have been several suggestions that the company would be rescued. But despite similar outside bids in the past—one of which brought in the most recent owner, Mr. Kjell Qvale, a Californian motor dealer—none of the tentative offers came to fruition.

Yesterday's auction started with £60 paid for five lots of car parts.

The showpieces items on sale are three cars—one a £11,750 prototype Interceptor which was never unveiled and could now fetch up to three times its retail value.

The increases vary from an average 5.8 per cent on U.K.-built vehicles, including the Alpine, to an average 7.3 per cent for the French-made Simca range.

Commercial vehicle prices will rise an average 5.3 per cent. Chrysler has established a distinct price advantage on its competitors by virtue of a delay of about a month between their increases and its own. In general, U.K. car prices are going up in a three-month cycle.

Examples of the new prices are: Avenger two-door DL 1300 £1,691 (old price £1,615); Avenger DL estate 1300 £1,894 (£1,805); Hunter DL 1725 £2,057 (£1,895); Simca 1100 LE five-door £1,535 (£1,409); Alpine GL £2,487 (£2,294).

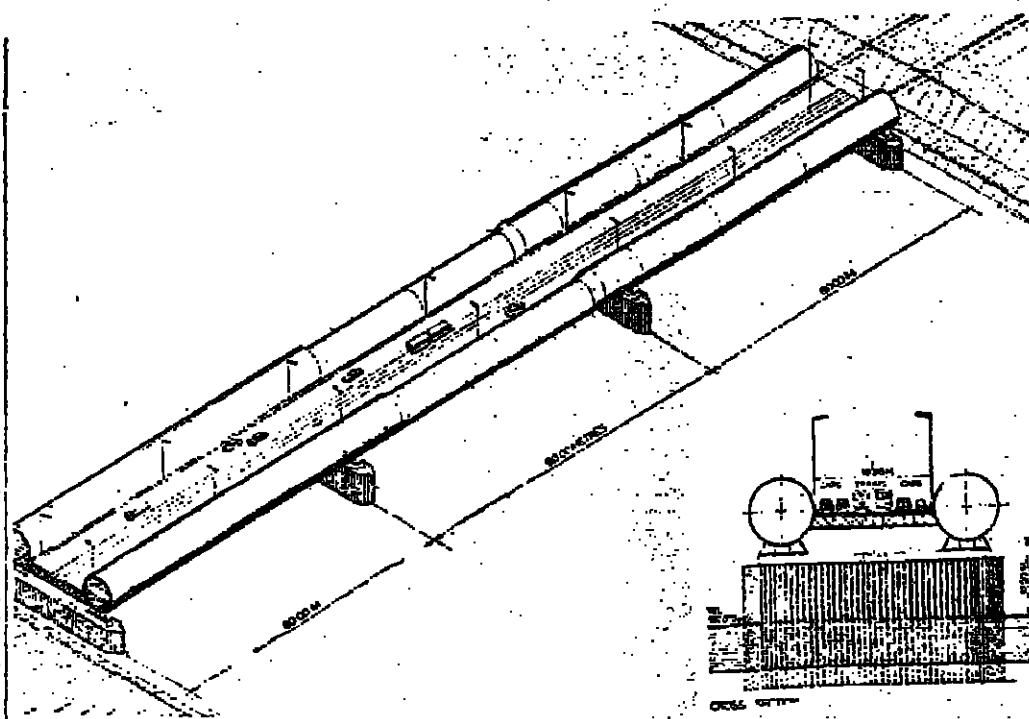
Chrysler puts up prices on Tuesday

PRICES OF Chrysler cars and commercial vehicles will go up on Tuesday when the Coventry-based company falls into line with the increases already announced by Ford, British Leyland and Vauxhall.

The increases vary from an average 5.8 per cent on U.K.-built vehicles, including the Alpine, to an average 7.3 per cent for the French-made Simca range.

Commercial vehicle prices will rise an average 5.3 per cent. Chrysler has established a distinct price advantage on its competitors by virtue of a delay of about a month between their increases and its own. In general, U.K. car prices are going up in a three-month cycle.

Examples of the new prices are: Avenger two-door DL 1300 £1,691 (old price £1,615); Avenger DL estate 1300 £1,894 (£1,805); Hunter DL 1725 £2,057 (£1,895); Simca 1100 LE five-door £1,535 (£1,409); Alpine GL £2,487 (£2,294).



How London engineers propose to solve Vienna's problem quickly.

Steel rafts from North Sea may replace Danube bridge

By ROY HODSON

AN IMAGINATIVE proposal to replace Vienna's collapsed Reichsbrücke bridge within weeks by using steel rafts built for North Sea oilfields development has been put forward by the London consulting engineers Pell Frischmann and Partners of Manchester Square.

Dr. Willem Frischmann, who advises the British Steel Corporation on structural steel applications, believes that possibly the only fabricated steel sections available in the Western world that are strong enough to bridge the Danube are anchored in the Cromarty Firth, Scotland.

British Petroleum's two giant rafts which were used to float the steel platforms for the North Sea Forles field out to their sites are now up for sale there.

Pell Frischmann suggest towing the rafts to a European port, probably Rotterdam, cutting the main steel tubes, which are up to 26-feet in diameter, and transporting the pieces by road or canal to Vienna.

One proposal for the 800-foot

temporary bridge is that two of the tubes should be welded up again side by side across the Danube supported by piers built in the river. A roadway would then be slung between them strong enough to bear four lines of traffic and two tracks for Vienna's tramway system.

The owner of the rafts, British Petroleum, was surprised to hear of the plans yesterday.

The rafts have been for sale since April because BP has not found new oil-related uses for them. Sealed tenders for their purchase had to be submitted by last Friday, and BP's staff are examining offers.

Dr. Frischmann has not tendered. He said that if the scheme was favoured by the Austrians it was probable that they would handle the transportation and construction through an Austrian company and would negotiate with BP.

A new permanent bridge is

not likely to be completed in less than two years. A member of Dr. Frischmann's partnership took his plans to Vienna at the weekend. It sold for scrap as now being considered by the Austrian Government.

The owner of the rafts, British Petroleum, was surprised to hear of the plans yesterday.

The rafts have been for sale since April because BP has not found new oil-related uses for them. Sealed tenders for their purchase had to be submitted by last Friday, and BP's staff are examining offers.

Dr. Frischmann has not tendered. He said that if the scheme was favoured by the Austrians it was probable that they would handle the transportation and construction through an Austrian company and would negotiate with BP.

A new permanent bridge is

U.S. group hopes to acquire at least ten Maritime ships

By JOHN WYLES, SHIPPING CORRESPONDENT

A CONFIDENTIAL prediction that it would succeed in acquiring at least 10 Maritime Fruit Carriers ships which have been seized by creditors came yesterday from Sea Containers Inc., the American ship and container leasing company with substantial British interests.

After several weeks of intensive talks with creditor banks and institutions, Sea Containers is now accepting that it was over-estimated in its calculations that 20 or more MFC refrigerated cargo ships could be transferred to its new Bermuda-registered creation, Refrigerated Clipper-ships.

The number of possible acquisitions has been reduced by U.K.-registered, originally, Sea Containers had also set its sights on MFC's seven Israeli-flag ships, but most or all of these now seem destined for forced sales.

Further sales of MFC ships are

expected over the next few weeks, but Sea Containers believes that it can now reach agreement with Danish and Norwegian creditors which will help give the Bermuda company control of at least 10 ships.

The Danish Shipbuilding Credit Foundation is claimed to be ready to make an agreement on loan repayments covering two of the four MFC ships it has created. However, Sea Containers declined yesterday to name the ships involved or any of the others which may be covered by agreement with creditors.

All of the ships which the company expects to acquire are U.K.-registered. Originally, Sea Containers had also set its sights on MFC's seven Israeli-flag ships, but most or all of these now seem destined for forced sales.

Further sales of MFC ships are

expected over the next few weeks, but Sea Containers believes that it can now reach agreement with Danish and Norwegian creditors which will help give the Bermuda company control of at least 10 ships.

The Danish Shipbuilding Credit Foundation is claimed to be ready to make an agreement on loan repayments covering two of the four MFC ships it has created. However, Sea Containers declined yesterday to name the ships involved or any of the others which may be covered by agreement with creditors.

All of the ships which the company expects to acquire are U.K.-registered. Originally, Sea Containers had also set its sights on MFC's seven Israeli-flag ships, but most or all of these now seem destined for forced sales.

Further sales of MFC ships are

Special stamp sales lift Robson Lowe turnover

By MICHAEL THOMPSON-NOEL

THE RESURGENCE of the London stamp market is confirmed by publication of the group turnover of Robson Lowe International, the Pall Mall stamp auctioneers, for the 1975-76 season. Turnover sprang from last season's £2.85m. to £4.28m., an increase of 50 per cent.

The company said yesterday its policy of staging specific stamp sales in the most suitable markets contributed heavily to the increase. Its auctions in Basle, Bermuda, Geneva and Melbourne were all outstandingly successful.

Its sale in Bermuda last November, the first on the island, totalled £100,116. Another is planned for December.

Notable sales staged by the company in 1975-76 included the collection of the late Earl Jacobson of Chicago, which totalled £134,478, double the estimate; in London; and the Vincent collection of Lombardy Venetian which realised £32,520 in Basle.

Philately's international investment appeal, said the company, was confirmed by the sale of its seven highest-priced items to two

collectors from the U.S., two from Germany and one each from Britain, Italy and Sweden. Key prices included: £15,216 for an 1861 Wells Fargo and Co. envelope; £29,545 for a Lombardy Venetia 50c. fiscal stamp of 1864 posted with two ordinary stamps; £4,600 for a mint block of four 25d Silver Jubilee stamps of 1935 in Prussian blue (a block in the normal shade is worth only £101); and £1,400 for a first-flight cover carried on the ill-fated Zeppelin, Hindenburg.

The company said yesterday its policy of staging specific stamp sales in the most suitable markets contributed heavily to the increase. Its auctions in Basle, Bermuda, Geneva and Melbourne were all outstandingly successful.

Its sale in Bermuda last November, the first on the island, totalled £100,116. Another is planned for December.

Notable sales staged by the company in 1975-76 included the collection of the late Earl Jacobson of Chicago, which totalled £134,478, double the estimate; in London; and the Vincent collection of Lombardy Venetian which realised £32,520 in Basle.

Philately's international investment appeal, said the company, was confirmed by the sale of its seven highest-priced items to two

collectors from the U.S., two from Germany and one each from Britain, Italy and Sweden.

Key prices included: £15,216 for an 1861 Wells Fargo and Co. envelope; £29,545 for a Lombardy Venetia 50c. fiscal stamp of 1864 posted with two ordinary stamps; £4,600 for a mint block of four 25d Silver Jubilee stamps of 1935 in Prussian blue (a block in the normal shade is worth only £101); and £1,400 for a first-flight cover carried on the ill-fated Zeppelin, Hindenburg.

The company said yesterday its policy of staging specific stamp sales in the most suitable markets contributed heavily to the increase. Its auctions in Basle, Bermuda, Geneva and Melbourne were all outstandingly successful.

Its sale in Bermuda last November, the first on the island, totalled £100,116. Another is planned for December.

Commission bars 15 increases

The Price Commission turned down 15 applications for price rises in July. A further 31 applications were withdrawn, while the Commission reduced 73 applications.

Among the companies to have applications rejected were Rolls-Royce (1971), ICI and Massey-Ferguson, Formica, Becton Dickinson, Brooke Bond Oxo and Tinseltown Crossfield all withdrew applications for price increases after initial discussions with the Commission.

Price cuts of £2.35m. were made in July by smaller com-

panies after investigations by the Commission's regional offices showed they had exceeded their profit ceilings. Medium-sized companies and distributors reduced their prices by a total of £1.5m.

The number of Commission interventions in July was up on the previous month, largely because the June figures covered four weeks while the July figures are for five weeks. The total value of price cuts made by smaller companies, however, was down on the £11.08m. figure reported for June.

Drypool jobs may be saved

By John Wyles, Shipping Correspondent

At least half of the 1,100 yard jobs threatened by the final collapse of the Hull-based Drypool Group look to be saved by recent measures.

A receiver was appointed in September and since efforts coupled with Government money have succeeded in saving the group's buildings and repairing its in Beverley and Selby.

Sales of three of Drypool's buildings and repairing of Hull are also likely to be completed shortly.

Yesterday, the Yorkshire Dock Company said that it had completed the sale of Drypool No. 1 and docks in Hull.

Yorkshire Dry Dock, about 80 men in Hull for long small ships and barges building coasters of up to gross tons.

Saudi order

A third Drypool dock in the Union, is being sold to New Holland Shipyard Co. based at Bar Harbor.

Whitby Shipyard Co. expected to buy Drypool Arabian order for lighters is being built.

Finally, the United Company of Hull acquired Selby yard at the end of June with the £400,000 loan under the 1 Acl.

It is injecting £500,000 capital into Selby Shipbuilders, which now employ about 300 workers.

The remaining Selby Drypool still in the hand receiver include two dry docks, a small electrical and an engineering company. With some sales still in progress, precise employees are difficult to obtain, thought likely that the Selby Beverley yards will provide jobs for at least 100 people. A number of jobs have been in the Hull dry docks.

U.K. limit Chinese shirt quota

By Rhys David

BRITAIN is limiting its woven synthetic shirt quota to about 450,000 whole of 1978 because of a surge in shipments in half of this year.

The new restriction indicates that the Government is now taking a tougher textile import measure virtually no more shirt imports will be allowed in from China.

Last year China exported 18,672 shirts to Britain the first six months of imports had risen to 18,672 shirts in May nearly 270,000.

China is by no means the only source of U.K. coming way behind Korea which supplied the first six months of South Korea which is 1 place with 987,000.

The Government's restriction in response to the textile industry at the ease with which a major stake in the market.

In a meeting with industry in a representative month, Mr. Edmund Delany for Trade, indicated Government would look at cases where the market danger of disruption of sources.

Skye exchange goes automatic

A multi-million pound investment programme which started in 1958 will be completed in Skye in October, when the last manual telephone exchange in Britain will be replaced by automatic operation.

The 20 island operators who have provided a service for 1,500 subscribers for 23 years will become redundant.

The Post Office has spent £1m. in the last few years in the Highlands and islands of Scotland providing subscriber trunk dialling.

JOINT COMPANY ANNOUNCEMENT

ANGLO AMERICAN INDUSTRIAL CORPORATION LIMITED ('AMIC') BRUYNZEEL PLYWOODS LIMITED ('BRUPLY')

(Both incorporated in the Republic of South Africa)

The Boards of Directors of AMIC and Bruply announce that the undermentioned proposals which it is intended to be implemented by way of a Scheme of Arrangement (Scheme) in terms of Section 311 of the Companies Act, 1973, as amended will be submitted to the shareholders of Bruply. The terms of the proposed Scheme are that:

1. Bruply will reduce its issued capital (and necessary, its authorised capital) by cancelling 3,432,340 fully paid ordinary shares of 50 cents (the "Scheme shares") which are held by members other than Bruynzeel Holdings (Proprietary) Limited (a wholly-owned subsidiary of AMIC hereinafter referred to as "Bruhold") so Bruhold will then be the only shareholder of Bruply.

2. As consideration for the reduction of Bruply's capital AMIC will allot 377,558 ordinary shares in the holders of the Scheme shares in the ratio 11 fully paid ordinary shares in AMIC for 100 Bruply fully paid ordinary shares previously held.

The new ordinary shares to be issued by AMIC will qualify for any interim dividend which may be declared that company in respect of its financial year ending December, 1976.

The implementation of the Scheme will result in Bruynzeel becoming a wholly-owned subsidiary of Bruhold, which is wholly-owned by AMIC.

Full details of the proposals will be sent to shareholders of AMIC and Bruply in due course. The listing of the shares of Bruply on the Johannesburg Stock Exchange will be reinstated from the commencement of business on August, 1976.

Johannesburg
18th August, 1976

Annual Results to 31st March 1976

	1976	1975
Net Profit	£1.02m	£0.75m
Turnover	£82.9m	£75.3m
Earnings per share	3.4p.	2.9p.

Copies of Heron Motor Group Limited's accounts to 31st March 1976 are available from Heron House, 18 Marylebone Road, London NW1 5JL.

Heron Motor Group Ltd.

HOME NEWS

Transport policy plans rejected by Labour MPs

OUR INDUSTRIAL STAFF

PARLIAMENTARY Labour transport group, has policy consultation documents, an apology for cuts in the rail industry, and a plan to increase the rail industry's financial difficulties. The proposals are more a basis for a socialist transport policy, rather than a document to be used in the immediate future. The group's proposals are more a basis for a socialist transport policy, rather than a document to be used in the immediate future. The group's proposals are more a basis for a socialist transport policy, rather than a document to be used in the immediate future.

Pardoe says top Civil Servants in U.K. are paid too much

JOHN HUNT

JOHN PARDOE, Liberal MP for North Cornwall, and spokesman for his party, said yesterday that the salaries of top civil servants were too high. He said that the salaries of top civil servants were too high. He said that the salaries of top civil servants were too high.

Imperial Metal plants may cut processing of titanium

ROY HODSON

Imperial Metal Industries, which produces titanium sponge, may cut its production of titanium sponge. The company is considering cutting its production of titanium sponge. The company is considering cutting its production of titanium sponge.

Irano-Intairdril S.S.K.

has been established by

Industrial and Mining Development Bank of Iran

and

Intairdril Ltd.

to engage in work-over rig services, air drilling and other specialized services for the Iranian petroleum industry.

The new Iranian company has a capitalization in equity, debt and debt commitments totaling

\$24,000,000

Including Eurodollar financing arranged by

Iran Overseas Investment Bank Ltd.

The undersigned initiated and assisted in negotiating this transaction.

First Washington Securities Corporation

The international investment banking subsidiary of

SHIELDS MODEL ROLAND

Incorporated

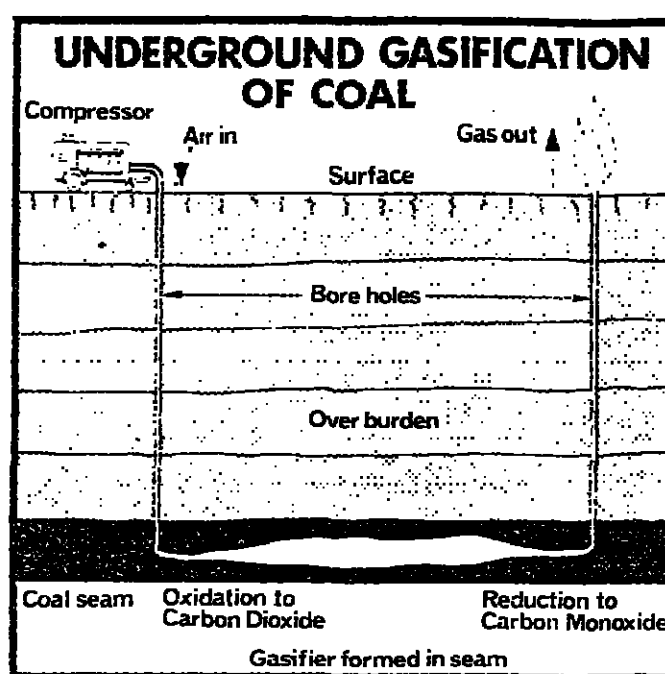
August 18, 1976

Gas direct from the coal seam

BY DAVID FISHLOCK, SCIENCE EDITOR

WHY TAKE all the trouble and risks of raising coal to the surface just to burn it—67.5m tons in England and Wales alone last year—in power stations? Why not burn it underground in the seam, as is done in a gasworks, and pipe the coal gas straight to a power station?

As Mr Leslie Grainger, the National Coal Board's member for science, acknowledged yesterday, the idea has always been a popular one with the public and with many of his technical colleagues. On the face of it there would be no need for coalface workers—and 50 or 60 miners still die every year. Environmentally, the idea seems to tick an intrusive activity tidily out of sight. It also appears to offer a way of exploiting the coal remaining in pits that have been abandoned, or in seams too thin for access or too deep to be worked economically by men.



underground gasification do not look so good. In the first case there would be considerable risk of seepage of toxic gases into mine workings. In the second, the technical difficulties of entering abandoned seams appear to be daunting.

A third prospect remains, namely untapped coal reserves lying in the east of Britain and offshore, at depths of 3,000 feet or greater. The NCB believes that underground gasification could be an economic way of exploiting these deposits once North Sea oil and gas supplies begin to dwindle.

Whether the environmental advantages of "miningless" mining will prove as alluring as enthusiasts contend is an open question at this early stage in its renaissance. Sixty years ago Lenin foretold the benefits it would bring to miners. But no one can foretell how damaging will be the subsidence associated with gasifying a coal seam 50 to 100 acres in area every year, to feed a 100 MW power station. What can be predicted with some confidence, however, is that if the technology of tapping "hot rocks" for geothermal energy makes any economic sense—and the Government has already allocated £840,000 to explore this idea—then underground gasification of a rich resource like coal should have little trouble proving its worth.

Survey

Mr Grainger was introducing what the NCB believes is the first comprehensive survey attempted of more than a century's experience in the underground gasification of coal. Since Sir William Siemens proposed in a paper to the Chemical Society in 1868, while the picture it paints is no immediate threat to the livelihood of 270,000 British miners, neither does it disclose any major technological obstacle to "miningless" mining.

Several countries have already shown that it works. The NCB, in experiments at Newmann Spinney in Derbyshire in the 1930s, successfully gasified about 180 tons of coal. In subsequent experiments at Easton, Wiltshire, a high-voltage electrical discharge was used to create a path between the boreholes and so constitute an *in situ* gasifier. Ingenious refinements have been explored by the Russians, whereby patterns of gasifiers of almost any shape and size could be created. U.S. experiments scheduled to start this autumn will use explosives to open a path between boreholes.

Bayer - in touch with the world

Linda Happe, aged 29, is a telephone operator at Mobay Chemical Corporation in Pittsburgh, Pennsylvania. Linda and hundreds of her colleagues handle thousands of daily calls at Bayer companies all over the world. In Tokyo and Rio, in London and Milan, in Paris and Brussels.

With their many modern plants Bayer's subsidiary companies "Mobay" and "Cutter" (Cutter Laboratories Inc. in San Francisco) form the nucleus of Bayer AG investments in the USA, the world's largest market. These companies and our many other foreign subsidiaries are ideal complements to Bayer's Common Market activities, which account for a good three quarters of our world-wide turnover.

Bayer is an internationally important producer of chemical engineering materials, agricultural chemicals, pharmaceuticals, dyestuffs, fibres, and base chemicals. Even in 1975, a year of general recession, Bayer was able to consolidate its position in world markets—thanks to its technical expertise, its economic resources, and the value of its products and services to the community.

The first six months of 1976 again saw increased turnover and earnings. Technical knowledge and intensive research are major sources of strength to the Company and are also guarantees for successful future development. The world and its ever growing populations are posing constant new challenges for the chemical industry and Bayer is ideally placed to help meet them.

Highlights of 1975

- 1975 was a year of world-wide recession. The chemical industry experienced a sharp decline. Exports were especially hard hit. Excess capacity raised costs.
- Turnover of Bayer World: DM 17,734 million. Share of foreign business 67.5%. Turnover Bayer AG DM 7,955 million. Export share 59.3%.
- Investments Bayer World: DM 1,903 million of which 60% in the Federal Republic of Germany. Main emphasis abroad: USA, Brazil, Belgium and Spain.
- Investment in research Bayer World: DM 803 million.
- Profit after tax for Bayer World: DM 336 million, for Bayer AG DM 297 million.
- Allocation to open reserves for Bayer World DM 46 million, for Bayer AG DM 30 million.

At the Annual General Meeting held on June 29th, 1976, the resolution to approve the 1975 payment of DM 7 dividend per DM 50 share par value was passed.

For further information about Bayer please write to: Bayer AG, VS - Public Relations Department, 5090 Leverkusen, West Germany.

Bayer Aktiengesellschaft Leverkusen

AUEW boycotts tribunal in Trico equal pay case

could cost less than
ht.

The Management Page

David Fishlock talks to the Government scientist concerned with major hazards

Tougher controls to boost safety

OF the things that I Times conference on nuclear energy and the public interest never really understood last month, John Dunster is the idea that it is acknowledged that the public should take safety seriously. Dunster, who has been in the forefront of the response to the problems of nuclear energy, is a silver-haired physicist of 53, with a world reputation in formulating the hazards of nuclear radiation. A significant part of his life rests on the fact that he can be highly articulate and witty in demolishing more irrational arguments than those who oppose nuclear energy. He combines a rationality rivalling that of a scientist with a wit that is not only sharp but also witty. Dunster is a silver-haired physicist of 53, with a world reputation in formulating the hazards of nuclear radiation. A significant part of his life rests on the fact that he can be highly articulate and witty in demolishing more irrational arguments than those who oppose nuclear energy. He combines a rationality rivalling that of a scientist with a wit that is not only sharp but also witty.

difficult to detect the long-term consequences of even high exposure to radiation. It has thrown up no evidence of effects on unborn generations, and no proof that the chance of death from disease, other than cancer, is heightened with increasing radiation treatment. The more intriguing question now is whether small doses of radiation cause any increase in health risk. Toxicologists accept that there are levels at which a chemical is ever brought into general use.



Mr. John Dunster, the physicist who is deputy director-general of the Health and Safety Executive.

What the Health and Safety Executive—the operational arm of the Commission—wants to see is a notification scheme for any "new substance" that comes on to the market. Provision has already been made in section 6 of the Health and Safety at Work Act, which Dunster considers to be a very tough clause. The next step is to develop ways of spelling out the onus on innovators and emphasising the penalties they could incur.

But his staff has to be able to advise management on what is "reasonably practicable" or the "best practicable means". The phrases that have been severely criticised by some easier to see much tougher restrictions imposed on working conditions and effluent standards. These people see such qualitative judgments as loopholes through which canny employers can escape from their obligations. But in Dunster's view, such qualitative judgments can be "very powerful phrases indeed" when correctly applied and supported by quantitative standards. And the Royal Commission on Environmental Pollution has recently lent its support to this view.

The philosophy embodied in such phrases as "best practicable means" is already finding its way into the thinking of the safety inspectors, he says. They are increasingly involved in making judgments about the quality of management.

Dunster expects that during the next twelve months he will be taking a fresh look at priorities in his areas of responsibility. Already there has been some redistribution of effort—for instance, to bring more attention to asbestos, now attracting more notice than any other dust hazard. And there remain some uncertainties, such as whether the Alkali Inspectorate—which deals with emissions and effluents of industry—should remain with the Health and Safety Executive, or should be moved off to the Department of the Environment, as the Royal Commission on Environmental Pollution has proposed. Dunster's personal view, shared by his colleagues, is that leaving it where it is means that its decisions and

actions are taken on the same basis as those of the Factory Inspectorate, and it therefore makes better use of national resources.

On what some will see as his most controversial responsibility, namely nuclear inspection, he says he sees his function as looking ten years ahead "to see whether the pragmatic methods, developed over the last 17 years will still be satisfactory." He adds, however, that he is "very happy" with what is happening now.

Two problems

His two long-term nuclear problems consist of the fast reactor, so much quicker to respond to a malfunction than present-day reactors, and the "ultimate" disposal of highly radioactive nuclear wastes. Although he acknowledges that the fast reactor has the potential for work accidents than present-day reactors, "that does not mean that we are not happy to license one." He accepts the argument that a big demonstration would give his nuclear inspectors the opportunity to resolve many of the present uncertainties before the UK launched a programme of fast reactor construction.

As for the ultimate disposal of nuclear wastes, where the prime concern is with damage to the environment and the public, Dunster believes that a "technical effort" is needed—not on the part of the Health and Safety Executive, but from the nuclear industry and the Department of Energy on behalf of the electricity industry. But he believes that the Royal Commission on Environmental Pollution, in its forthcoming report on nuclear power and the environment, will be making a mistake if it says—as its chairman has already indicated—that there are no satisfactory methods.

With all the confidence of a man who is very sure of his ground, John Dunster maintains that there are ultimate methods of disposal already available—such as rocket-assisted schemes for driving the solidified waste deep into the ocean bed—although they have yet to be demonstrated.

Bank secrets and the tax man

BY A. H. HERMANN

MUCH ANXIETY has been created by the power which the 1976 Finance Act gives to the Inland Revenue to require businesses, including banks, to produce documents to be used for the assessment of a taxpayer's income and other financial gains. Those spending any untaxed income may, however, be immediately assured that the tax inspectors will not be able to issue notices indiscriminately requiring the production of relevant documents. They will first have to satisfy the tax commissioners—who are independent of the Inland Revenue and who are supposed to act as umpires between the taxpayer and the inspector—that production of such documents is really necessary.

It may be of some further consolation to the anxious that similar, but weaker, powers yielded by taxmen in Germany since 1949, have not prevented Germans from dodging taxes on a considerable scale. The German Federal Ministry of Finance estimated recently that the abolition of bank secrecy in tax matters would enable it to bring in an additional Dm1bn. in taxes. The tax-dodging German has, of course, a considerable advantage over his British counterpart. This is because while U.K. banks report interest credited to clients to the Inland Revenue, no such routine reports can be asked of banks in Germany.

Though it is now in the process of redrafting its 1949 Bank Directive, the German Ministry of Finance feels that it would be politically impossible to ask for such routine reporting and thus to deprive the taxpayer of a means of avoidance hallowed by long usage.

Safeguard

There is not much difference between Britain and Germany on the position of banks and the supply of evidence in court. English courts view the duty of banks to safeguard the confidentiality of their clients as a result of the contract between the bank and its customer. But the courts may ask banks to give evidence in both civil and criminal proceedings. In Germany banks have to give evidence if called on to do so in criminal proceedings. The German Civil Process Code leaves it to the judge to decide whether, on the balance of all interests involved, the bank should be required to provide

information about its customer's account in civil litigation. In Austria, banks have to satisfy the information requirements of tax authorities but they need not supply more information than is fair and reasonable; banks may seek a court ruling on what is fair and reasonable. Belgian banks are compelled by law to provide information to tax authorities and evidence in both civil and criminal proceedings. But no statutory regulation of bank secrecy exists in the Netherlands. Dutch tax offices and courts can ask for information but do so only very sparingly, often only after agreement has been reached between the

information abroad only if the crime is also indictable in Switzerland. This excludes providing information in connection with offences against currency regulations and most tax offences. No information is provided if the proceedings concern military or political offences. Moreover, the Swiss insist that the country it supplies with information undertakes not to use it for purposes other than the one for which it was obtained—for example information provided by the Swiss in connection with a common law offence may not be used also in prosecution of tax offences.

Other countries have varying experiences of living with the sort of powers given by the 1976 Finance Act for tax inspectors to obtain private information from bank documents.

Swiss bank authorities investigate infringements of procedural rules or tax evasion resulting from false returns cannot obtain information from banks if the offence concerns national taxes or the federal income tax. But the banks are obliged to provide information if such investigations concern other federal taxes—stamp duty and withholding tax for example—and customs duties.

In the case of tax fraud committed by submitting false or forged documents the position of the bank will differ from one canton to another. Bank secrecy is kept in such cases in Bern, Lucerne, Schwyz, Uri, Nidwalden, Zug, Ticino, Graubünden, Valais and Neuchâtel where tax fraud is an administrative offence. In other Cantons where it is a criminal offence, banks are obliged to provide evidence. Information also has to be provided where there is fraud in connection with most of the federal taxes—except income tax, where bank secrecy seems to be absolute.

responsibility

months ago he became deputy director-general of the Health and Safety Executive. Dunster is the Government's chief inspector of reports to as well as for potential industrial disasters, chemicals and industrial pollution. Dunster has just made first public statements tightening control over trial hazards in Britain already is impressing itself with his crispness about contentious legal issues.

Simpson

Watch and wear

Whether you're watching from the sidelines or in here with the action, Simpson have the right clothes equipment and accessories for the occasion, including Tennis, Squash, and Badminton. JAKS 2-piece suit Navy or grey with a silver tie. £79.00. accchini T. shirt. £9.00. Tacchini shorts £14.00. Both in white with green/red stripe.



BUSINESS PROBLEMS

Short interest and deposits

Some finance companies advertise for money deposits and quote interest for 11 months and 364 day terms, rather than the 12 month period. Could you please explain any significant reason for this? Except for banks, British companies have to deduct basic rate tax from payments of yearly interest. Short interest, however, is payable in full. The net cost to the company and the net ultimate yield to the depositor is the same, whether tax is deducted at source or not, but the depositor has a cash-flow advantage at the

Election for valuation

Myself and another were the principal shareholders in a company which went into voluntary

BY OUR LEGAL STAFF

liquidation in 1970. Five capital distributions were made to shareholders between 1970-71 and 1973-74. I was advised that an election for valuation at April 6, 1965 should be delayed until after the final distribution was made as only then could a correct assessment for capital gains tax be made, but my tax inspector will not allow this as it was not made within two years of the first distribution. The other principal shareholder who lives elsewhere has submitted his figures after the final distribution and has been allowed to elect for the 1965 valuation. What please is the position?

It is surprising that you were advised to delay your decision on a Budget-Day-value election under paragraph 25 of schedule 6 to the Finance Act 1965 until after the liquidation had been completed. Paragraph 5 (1) of schedule 12 to the Finance Act 1968 clearly shows (when read in conjunction with paragraphs 3 and 25 (4) of schedule 6 to the Finance Act 1965) that the right to make a paragraph 25 election expired on April 5, 1973, for all the shareholders in the company in question. Although the Inland Revenue announced some relaxations of practice relating to

The more business you do in Amsterdam, the more you should know the alpha.

The Alpha is a 4 star hotel, handy for the city centre for either business or pleasure. Yet it's sufficiently removed from the noise and bustle to promise a peaceful night's sleep. For the conference delegate, the RAI Conference Centre is literally only minutes from the front door of the Hotel.

Spacious restaurants and bars. Elegant conference and banqueting suites. 600 twin bedrooms with bath, radio and telephone. TV on request.



alpha hotel

Puts you in a good position to talk business. Europa Boulevard 10, Amsterdam 11. Phone (020) 44 28 51. For immediate reservations or Brochure contact STRAND HOTELS Offices at London 01-437 9222, Glasgow 332 8881 Manchester 872 0865, Dublin 779493 Paris 7708300 Frankfurt 232345, Stockholm (08) 249315 Geneva 321855 Zurich 464151

Capitalise on Sotheby's expertise

Sotheby's consistently obtain the highest prices for sellers of works of art. How do we achieve this? Simply, by our expertise. The accurate identification of a work of art is one of the most important of the many services we provide. The Marine barometer illustrated is one of a pair which Sotheby's attributed to André-Charles Boulle, late Louis XIV. They realised £46,000. Your assurance is our expertise. Why not capitalise on it?

Sotheby's
Sotheby Parke Bernet & Co.,
34-35 New Bond Street, London W1A 2AA
Telephone: 01-495 8080

How to do business in Australia & New Zealand



Ask the Bank of New South Wales

Our vast network of branches forms the largest, longest-established, free enterprise banking complex in this region. This means we really know the countries, their people, their business and their potential. Let us help you find your business bearings in the area and contact the right people.

Write to:-
Chief Manager for U.K. and Europe
Bank of New South Wales
29 Threadneedle St. London EC2R 8BA

Bank of New South Wales

The Bank that knows Australia and New Zealand business best.
Over 1,400 offices in Australia, New Zealand, Papua New Guinea, Fiji, Tonga, Vanuatu, and other islands of the Pacific. Branches in London, New York, San Francisco, Singapore, Hong Kong, and other major world cities.

THE FINANCIAL TIMES

Incorporating THE FINANCIAL NEWS

Head Office Editorial & Advertisement Offices:
BRACKEN, ROSE, CANNON STREET, LONDON EC4A 3BT
Telephone Day & Night: 01-248 8000. Telegrams: Finamtime, London
Telex: 886341/2, 883897

For Share Index and Business News Summary Ring: 01-245 5025

Branches: Glasgow, London, Manchester, New York, Paris, Rome, Tokyo, Zurich

London: 15 Abchurch Lane, EC4A 3DF
Telephone: 01-248 8000
Telex: 886341/2, 883897

Manchester: 15 Abchurch Lane, EC4A 3DF
Telephone: 01-248 8000
Telex: 886341/2, 883897

New York: 15 Abchurch Lane, EC4A 3DF
Telephone: 01-248 8000
Telex: 886341/2, 883897

Paris: 15 Abchurch Lane, EC4A 3DF
Telephone: 01-248 8000
Telex: 886341/2, 883897

Rome: 15 Abchurch Lane, EC4A 3DF
Telephone: 01-248 8000
Telex: 886341/2, 883897

Tokyo: 15 Abchurch Lane, EC4A 3DF
Telephone: 01-248 8000
Telex: 886341/2, 883897

Zurich: 15 Abchurch Lane, EC4A 3DF
Telephone: 01-248 8000
Telex: 886341/2, 883897

WEDNESDAY, AUGUST 18, 1976

An unsettled dispute

WHEN announcing his July measures, the Chancellor gave as one important reason for the proposed cuts in public expenditure the fact that the growth of the economy during 1976-77 was now expected to be somewhat faster than he had expected at the time of the Budget. When the Organisation for Economic Co-operation and Development brought out a report soon afterwards in which it put the prospective growth of the U.K. economy markedly lower than the Chancellor's figure, he was quick to repudiate it. Yet, despite continued reports of optimism from industry, especially as regards exports, the official statistics have not provided an unambiguous picture of steady growth and it is difficult to be sure exactly how the economy is behaving.

The publication of the official estimate of gross domestic product for the second quarter of the year, therefore, might seem an occasion for taking new bearings about the situation. Admittedly it is already somewhat out of date, but it presumably includes the factors on which the Chancellor's July measures were based. It shows that national output was 1 per cent. higher in the second quarter than in the first—a rate of increase which is quite compatible with the forecasts published at the time of the Budget and one which does not suggest that any important acceleration took place between April and July.

Three measures

But it is important to be clear what this index of our GDP measures and how it goes about measuring it. There are three different methods of measuring GDP, based on income, expenditure and output. In theory these should coincide. In practice they do not, though the discrepancy between them varies considerably, and it is common practice to take the average of them as an estimate of GDP: this compromise estimate is the one given in the Budget forecast. But the information needed to produce the different estimates and draw a compromise between them is not yet all available; the detailed estimates will be published next month.

Benefit of the doubt in Spain

WHEN King Juan Carlos of Spain dismissed Sr. Carlos Arias Navarro as Prime Minister last June, the natural conclusion was that the King was asserting himself as a liberal reformer. Sr. Arias was, after all, the Prime Minister, inherited from General Franco. His approach to reform was cautious and he did not seem to have any particular rapport with his senior ministers—Sr. Arellano at the Foreign Ministry and Sr. Fraga at the Interior, both of whom had expressed themselves in favour of a faster pace of change.

Trust

The conclusion became questionable, however, when Sr. Arias was replaced by neither of these ministers, both of whom had a claim to the succession, but by Sr. Adolfo Suarez, a man scarcely known outside the country and known even inside it mainly for his association with the National Movement, the only permitted political organisation in General Franco's Spain. The doubts were reinforced when both Sr. Arellano and Sr. Fraga declined to serve in the new cabinet.

Nearly two months later, the doubts look less than justified. There is still a formidable array of problems to be resolved before Spain becomes a democracy, and it is by no means certain that a solution will be found, but the commitment of Sr. Suarez to try is beginning to look convincing. Many of the problems are economic: they would exist if the Government were not at the same time trying to introduce a programme of political reform. Indeed in a way the economic problems become more difficult precisely because of the desire to liberalise the political system. The Franco regime, or a regime committed to the old ways, could have used strong arm methods against strikers. For the present Government to do so, however, is to risk charges of repression and resorting to the old methods. And yet if the

Government does not deal effectively with the economic situation it is hard to see it having much political success.

It is therefore going to be a question of establishing sufficient trust among a sufficient part of the population that the Government is acting in good faith. The confines are very narrow. On the one hand, there is the far Right which is still influential in the Cortes and parts of the military and which appears at times to oppose any reform at all. On the other, there is the far Left, which probably does not want a democracy, and the Spanish Communist Party, which says it does but only if it is allowed to participate. The strength of the Right is such that it does not seem likely that the Government will risk picking a fight with it for the sake of legalising the Communist Party.

Cortes

The Government's most immediate test will probably come with the reform of the Cortes itself. Sr. Arias when he was Prime Minister rather ducked the issue with his cryptic remark about there being "no reform without continuity and no continuity without reform." What he presumably meant was that reform had to be approved in order to be legitimate by the institutions inherited from General Franco. In this way the Cortes would have to agree to vote itself out of existence so that it could be replaced by something else. But it might very well come to the point where the Cortes refuses to do so. It is this possibility for which the Government must now be prepared. Rather than water down legislation, as Sr. Arias was inclined to do, in order to get it through, the King must be ready to rule by decree. It may seem a strange way of approaching democracy, but it stands a better chance of success than bowing to the present Cortes.

An ambivalent France, and U.S. domination, make EEC collaboration difficult. Reginald Dale report

Weaknesses in Europe's high technology

JUST over 3½ years ago, when Britain joined the Common Market, the EEC Commission was busily studying a series of industrial policy proposals the main drift of which was that West Europe's high technology industries should be regrouped at Community level. The Commission's thinking was based on the conviction that it was only by pooling its resources that Western Europe could stand up to the American challenge and ensure an independent future for its advanced technology industries. Even at the time, many people thought the Commission's proposals, with their somewhat "idealistic" overtones, were unrealistic. If anything, the events of the past few years, leading up to last week's French decision to co-operate with the American giant McDonnell Douglas on the Mercure 200 airliner, have tended to cast further doubt on the viability of the approach.

In practice it has often been the French Government that has appeared to undermine efforts at technological collaboration, despite its public professions that it is the most "European" of all the Nine. France, for instance, roundly condemned Belgium, the Netherlands, Denmark and Norway for their lack of "Europeanism" in buying American aircraft in the "arm deal of the century" in preference to French Mirages. But France is the only major Community aircraft producer to have stayed out of the Multi-Role Combat Aircraft (MRCA) project, in which Britain, Germany and Italy are participating. France was responsible for the collapse of the Unidata computer group, linking the French CII with the German Siemens and the Dutch Philips; and the decision to go ahead with the Mercure 200, a larger version of the unsuccessful Mercure 100, with McDonnell Douglas is regarded, at least in British circles, as a further threat to European co-operation on civil aircraft.

Inside France, the Left and the trade unions are already showing signs of concern that the deal with McDonnell Douglas will increase the threat of American dominance over French industry—despite Government assurances to the contrary. In fact, Paris has over the past few years been following a consistent policy of trying to assure a maximum of French control, not only vis-à-vis the U.S., but also with regard to European companies with whom it does business. One of the main reasons for the French withdrawal from Unidata seems to have been unhappiness over the dominant role of Siemens, with a company twice the size of CII and a greater amount of new technology. In exchanging Unidata for the link with the American Honeywell in CII Honeywell Bull, Paris at least

secured nominal French control over the new company.

There are plenty of other examples. Westinghouse has been required to reduce its stake in the French nuclear company Framatome; in return for a lucrative telephone exchange contract, Ericsson of Sweden and the American ITT were induced to cede majority interests in their French subsidiaries to French control, and there is now an attempt under challenge and ensure an independent future for its advanced technology industries. Even at the time, many people thought the Commission's proposals, with their somewhat "idealistic" overtones, were unrealistic. If anything, the events of the past few years, leading up to last week's French decision to co-operate with the American giant McDonnell Douglas on the Mercure 200 airliner, have tended to cast further doubt on the viability of the approach.

The deal with McDonnell Douglas must further seriously weaken the prospects for future European collaboration as envisaged in Brussels. The Commission seems still to believe that it only needs political courage to reorganise the European aircraft industry through a common programme of projects and the centralising of financing and decision-making. It has shelved an earlier fanciful suggestion that the industry's resources should be pooled under Commission control, on the same lines as the European Coal and Steel Community, but it still believes that decisions should be taken at Community



The Airbus A300 B2.

the implications of the link with McDonnell Douglas. One consequence could well be a new move by the other European producers, and particularly the British, to collaborate with Boeing. There are, in any case, an increasing number of people in the British industry who believe that the future must lie in co-operation with the Americans rather than the EEC, although the Commission claims that its plans are broadly supported by the industry itself, and only opposed by Governments.

There are strong practical arguments in favour of transatlantic links. Part of the background to the French decision is said to be impatience with the

effort to get together to meet American competition in the fast-growing field of micro-electronics, in which U.S. companies already dominate the European market. With the speed of the development of integrated circuits, the Europeans are rapidly becoming aware that whole sections of their industry, ranging from television sets to cars, could become dependent on American components unless they combine to meet the challenge. In Britain, Plessey and Ferranti, together with the Department of Enterprise Board, are nearing a decision on whether the two companies' micro-electronics subsidiaries should be merged, possibly with Government financial help.

At European level, the leading semiconductor manufacturers from the U.K., Germany, France, Italy and the Netherlands, plus the nine EEC Governments and the Commission, have started exploratory talks. But here again the discussion is not concentrating on mergers but on the possibility of specific co-operation deals between companies and the co-ordination of national programmes. The market is sufficiently "fast-growing" for there to be scope for the Europeans to respond to the challenge if they can organise themselves in time. But it will be difficult without the aid of American technology. Philips has already bought Signetics, one of the medium-sized U.S. companies in the field, and both Siemens and Plessey have bilateral links with American companies for certain products. One of the major unresolved issues of the talks at European level is the future of these links. If the Europeans are to collaborate more closely among themselves,

entirely dead. What does clear is that future operation will be on a local, ad hoc basis, rather than the broad sweep original envisaged by the Commission. There are signs that the market itself now realises particularly with the departure to be scope for the Europeans to respond to the challenge if they can organise themselves in time. But it will be difficult without the aid of American technology. Philips has already bought Signetics, one of the medium-sized U.S. companies in the field, and both Siemens and Plessey have bilateral links with American companies for certain products. One of the major unresolved issues of the talks at European level is the future of these links. If the Europeans are to collaborate more closely among themselves,

RECENT FRENCH/U.S. DEALS

Industry	Principal French companies	Principal U.S. companies	Nature of Agreement
Nuclear Power	Framatome	Westinghouse	Licensing agreement for pressurised water reactors (to end in 1982)
Computers	C.I.L.	Honeywell	Merger
Aero-engines	SNIECMA	General Electric	Co-operation on engine production
Airframes	Aérospatiale	McDonnell Douglas	Co-operation on aircraft production
Telecommunications	Dassault-Breguet Thompson-Brandt	ITT*	French takeover

* Also takeover of French subsidiary of Ericsson of Sweden.

level. In particular the Commission believes that Europe could beat the Americans by up to two years if the EEC manufacturers that are trying to agree on a co-operated in launching a new version of the Airbus, the so-called B10 version of the A300. But Britain is already making clear that the French move means that it is now virtually impossible to establish any firm plans for U.K. participation in the Airbus, despite British enthusiasm to rejoin the project. SNECMA in partnership with General Electric and Rolls Royce planning a joint engine develop-

ment with Pratt and Whitney. The main counter-argument is that transatlantic collaboration would inevitably lead to the European industry being reduced to the status of subcontractor, with all technological innovation centred in the U.S. Certainly, the breakdown of European collaboration on computers does not seem to have done anyone serious harm. There are considerable doubts about the long-term benefits that France will derive from the link with Honeywell, in view of the likelihood that the American company will continue to regard the U.S. as its main market and develop most of its technology on the

side of the Atlantic. But Siemens seems to be doing reasonably well on its own, as does Britain's ICL. The policy of both companies is now to form limited links with a wide range of other companies—ICL, for example, has set up a joint subsidiary with the American Control Data to manufacture peripheral equipment in U.K., and Siemens has had talks, so far inconclusive, with the Japanese.

Where the Europeans are making a more comprehensive

MEN AND MATTERS

Alice in Savings land

Next week sees the first meeting of a working party whose members will start the process by which the National Savings Committee, the promotional and educational side of the Savings movement, must decide how to put together some new form of administration. For the Government has decided as part of its public expenditure cuts to withdraw the 580 civil servants who currently work for the otherwise voluntary organisation.

In a somewhat delicate statement, the Government has said it will continue some form of "financial support" and has asked the Committee to come up with ideas on how it will be run in future. The cost of providing civil service support is currently put at £1.8m a year. The Committee realises it will have to spend less than this, but in a classic chicken-and-egg dilemma, wonders how it is to present proposals to Government when it does not know how much money will be available. Chairman of the working party is Italo Radice, who retired earlier this year as Comptroller General of the National Debt Office. "We are obviously going to have to cut through this vicious circle somehow," he says.

The "operational" end of the movement is the Department for National Savings. There, it is intended that the number of civil servants by early 1978 will be about 650 less than earlier estimates. The same date is the target for withdrawing the Committee's 580 staff, who include district commissioners. This is National Savings Jubilee year, but there has been precious little atmosphere of celebration. As Radice says, there have been a "succession of hammer blows on the move-



remove the editor of National Savings' two magazines with no prospect at present of a replacement arriving before 1978. Some worries have already been expressed that Radice's group might tend to take a worthy, rather old-fashioned Savings line rather than display the toughness the Committee probably needs to survive. The whole question, as a prominent National Savings man put it, has "a touch of the Alice in Wonderland."

Honest?

Company nicknames are part of life, but I do like the irony of the two senior executives in the same company—one called "Fluffy" and the other called "Turdig." "Fluffy" got his because the chief executive described his latest memo in those terms, "Turdig" got his for the same reason—but all he had done (he claims) was to submit the minutes of the last Board meeting.

Frank?

Guernsey's Post Office, which has made over £1m. from the sale of stamps since going independent of the U.K. in 1969, yesterday took the unprecedented step of disclosing that the worldwide sales of its recent first Europa stamp issue now totals 1,185,014 sets. These are two stamps with face values of 10p and 25p which were issued in "mini sheets" of nine instead of the usual 25.

Long before the issue, the philatelic scene was alive with rumours that insufficient stamps were being printed to meet the anticipated demand... rumours which the Guernsey Post Office tried very hard to quash. Its efforts were not helped by the fact that less than a week after issue, the stamps became un-

obtainable across local Post Office counters. The Post Office hopes that the disclosure of sales figures well above the usual 400,000 sets, will end the non-stop pounding it has been taking in the international philatelic press and perhaps bring down the retail prices of the stamps to collectors. These are currently £2 for a mint set, around £15 for a pair of the mini-sheets, and over £25 for a presentation pack.

However, initial reaction from the trade is that because the figure is a sales total rather than a print total, the news will have little effect. It is pointed out that many collectors want the unusual mini-sheets, which takes a whole set out of circulation at a time.

Nuts

While many American eyes are on the Republicans in Kansas City, the Democratic Presidential candidate is up to his ears in peanuts. Jimmy Carter is, of course, only too happy to let the world know he's a humble peanut farmer but his fans seem to think he hasn't had enough of peanuts in his life. They have been sending him pseudo peanuts of every description—plaster ones, wood ones, brass ones, copper ones and many other types.

Since Carter has a firm policy that "absolutely no gifts of value should ever again be permitted to a public official," these gifts present a problem: is it really worth spending campaign funds returning plastic peanuts?

Stir

I'm not sure what we've done now, but a book arrived at the FT the other day addressed to Mr. (Communication Department).

Observer

FREE OFFER TO BRITAIN'S 340,000 COMPANY DIRECTORS



just post the coupon and we'll send you this Coronet edition of Robert Heller's famous book

Why are we making this absurdly generous offer? Quite simply because it's the best way we know to introduce you to the Company Director's Letter. Under the direction of Robert Heller (radio & TV broadcaster and editor of Management Today), the CDL is Britain's outstanding guide to business success. It spells out, issue by issue, the best ways to improve your company's prosperity—and your own. Over 10,000 Company Directors already belong. Why not join them—just send us the coupon. We'll send you The Common Millionaire and all the information you need for a no-risk free trial membership of the Company Director's Letter.

to The Company Director's Letter

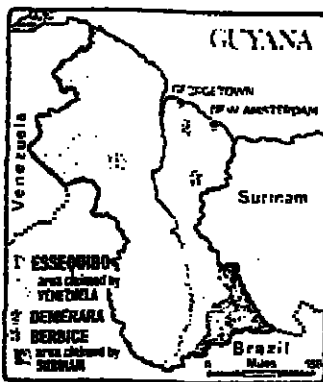
Dept. IC8
13 Golden Square, London W1
Please send me by return post, my free copy of The Common Millionaire and details of the Free trial offer of the Company Director's Letter (no obligation).

Name _____ Position _____
Company Name _____
Address _____

Entertainment Guide

Guyana: a wary eye on the neighbours

BY OUR GEORGETOWN CORRESPONDENT



THE recent visit to Brazil by Mr. Fred Willis, Guyana's Foreign Minister, has served to highlight the tricky relations between Britain's former South American colony and its non-English-speaking neighbours.

A Guyana note in January re-questing an inspection of the boundary markers, many Guyanese officials privately felt that this was the prelude to the big military act. It has now emerged that Brazil had made similar requests to the eight other countries with which it shares borders, and that it was not necessarily inspired by any sinister motive against the Guyanese people.

But that matter drew attention to the deep suspicion which already affected Guyana-Brazil relations. Brazil appeared to have evidence to reports in its own Press that Guyana was providing an interior base for the training of thousands of Cuban and Chinese troops for a communist offensive against Latin America. Guyana felt that Brazilians knew such reports were patently false, and were merely using them as an excuse to pave the way for action to crush Guyana's socialist tendencies through force of arms.

Further, Brazil will hardly think twice about despatching an expeditionary force into Guyana if it has reason to believe that the country's leftward swing means it is a haven for revolutionaries. Cuban troops on the Guyana border. It was in that atmosphere that Mr. Willis undertook his mission, and it is evident that he and Sr Antonio Azoredo da Silva, his Brazilian opposite

number, made strenuous efforts to provide assurances of good neighbourly intentions.

The Brazilians were apparently keen to deny that they have any hostile intentions towards their small neighbour or that they have any troop concentrations on the border although they made it clear that socialism is not their favourite political philosophy.

They told Mr. Willis that since their army numbered only 240,000, it was ridiculous for anyone to suggest that they would deploy more than half on the border with Guyana when they have eight other borders to watch.

When it came to his turn, Mr. Willis used the opportunity to dispel fears of foreign troops being in Guyana. He explained that Guyana, like Latin America, recognised a distinction between a Cuban military presence and diplomatic presence, and what we have

in Guyana is a Cuban diplomatic presence. It is very likely too that Mr. Willis took care to point out that although some of Guyana's foreign policy positions seemed to coincide with those of Cuba and Russia, this was not due to satellitism but to Guyana's "traumatic anti-apartheid stand," as the Foreign Minister likes to put it.

The main achievement of the visit therefore was that it took place at all, and that high level contact was established between the two governments to clear the air of potentially explosive misunderstandings.

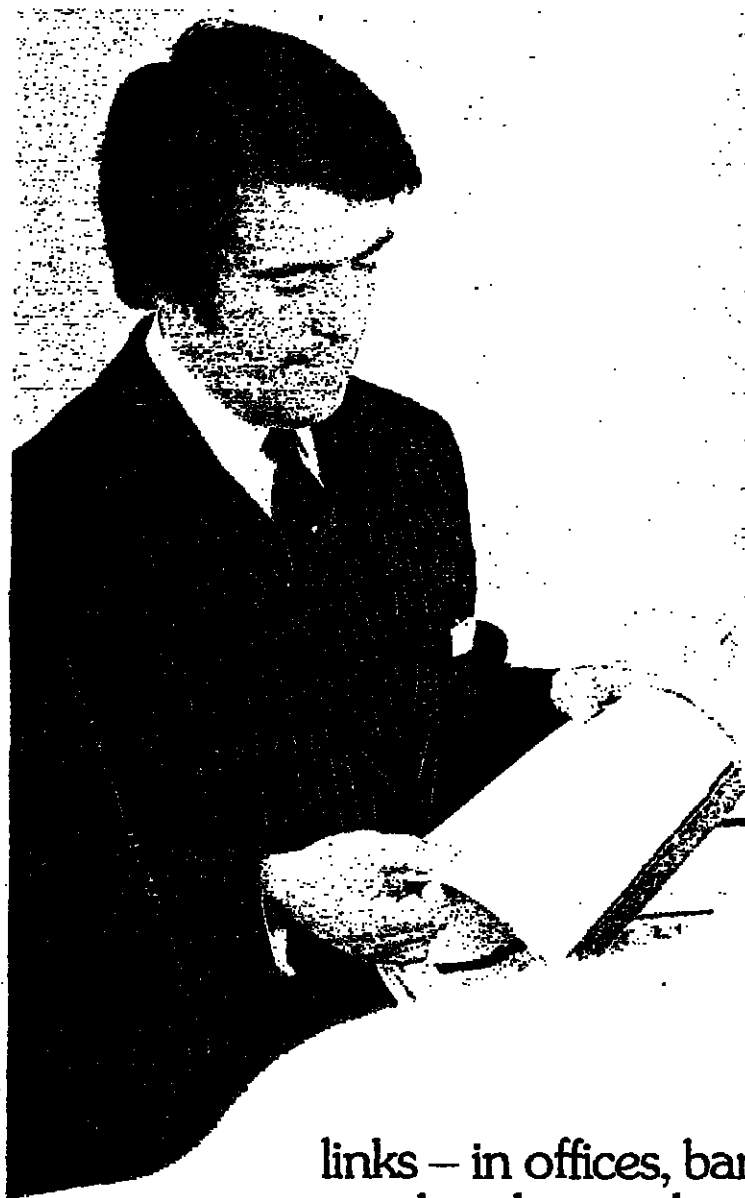
But a subtle diplomatic success was recorded when Mr. Willis got the Brazilians to recognise Guyana's existing boundaries with it. The relevant paragraph in the joint end-of-visit communiqué, in dealing with "the territorial integrity of states and the inviolability of their boundaries as legally recognised by international treaties and agreements," said: "In this respect the Foreign Ministers of Brazil and Guyana, having recalled that the boundaries between their two countries were settled and demarcated in 1926 and 1938, respectively, agreed to discuss, at a time convenient to their governments, the desirability of an inspection of the condition of the markers."

The significance here is that Brazil's boundary with Guyana is shared in the west by Venezuela and to the south-east

between the Laws and the Tapanahony rivers. At one time it was felt that the Surinamese were anxious to settle both issues speedily rather than inherit them with independence. It was further felt that they would be prepared to drop the claim on Guyana territory if the one with France was resolved.

It seems that the New River claim is founded on much more than more newly awakened Surinamese nationalism. Surinam wants to increase its hydro-power capacity, and the waters of the Corentyne (the undisputed boundary marker with Guyana) and which belongs to Surinam, are vitally important to such plans. It is also reported that strategic minerals, including uranium, have been discovered close to the disputed area.

Guyana has made it clear that it does not recognise any claims to its territory. It has also stated that it is prepared to defend such a position. Guyanese policemen twice ejected Dutch Surinamese soldiers from the New River area, in 1966 and 1969. It is easy to see that such a situation could grow from a minor diplomatic irritant to a dangerous incident. While the balance between Guyana and either Brazil or Venezuela militate against an armed confrontation, such a constraint does not exist in Guyana-Surinam relations.



"Better communications is knowing how exchange rates are moving-minute by minute"

Wherever modern communications relies on telex

links - in offices, banks or defence ministries - the chances are that the machines themselves rely on rolls made by the Ozalid Group.

Backed with hectographic carbon, these rolls provide the most efficient way yet devised for copying and distributing vital information at high speed.

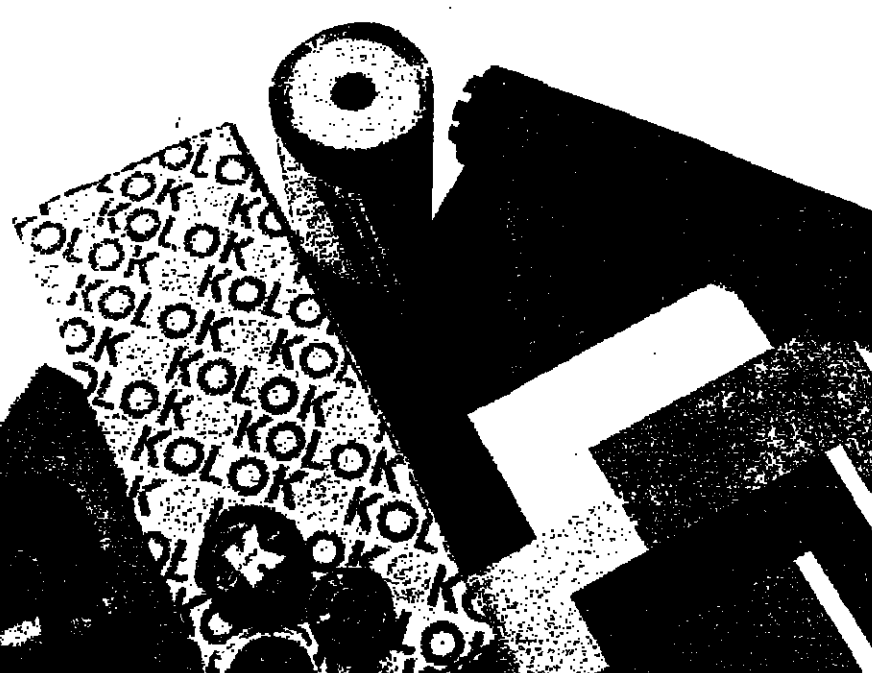
And they're just part of an Ozalid product range that also includes duplicating ribbons for computers and typewriters, special film carbons and spirit duplicating processes; all playing their part in communications around the world.

With research units in Britain, Switzerland and the USA, we mean to maintain our technical leadership. And with associates and subsidiaries in 17 countries, and 56% of our £82.9 million turnover coming from overseas, we're well placed to help solve communications problems - wherever they are.

Ozalid: Basically, better communications

OZALID GROUP HOLDINGS LIMITED

Langston Road, Loughton, Essex IG10 3TH. Telephone: 01-508 5588



Wednesday August 18 1976

alia Sec

ay ahe

TON. MINING EDITOR

Boiswain

£162m

SHARP LOSS

AND

A

TERIM STAFF

rex Group

Sales up - 12%

Profit up - 18%

IM MANUFACT

NY, LIMITED

OPERA & BALLET

THEATRES

CINEMAS

ART GALLERIES

CLUBS

Silver lining for Scottish farmers

mers

little below last year's 11-12 tons per acre, but sees possibilities of more bulking if we get two or three inches of rain every two or three months. The Scottish crop has the advantage of being later than the English crop, which he reckons is past its peak from the rain now.

He quoted seed prices from £200 to over £400 per ton, with ware at about £120-£140 per ton. The seed crop is there now, and he expects the rain to be so much bulk subsequent rains may produce. While there are 60,000 extra acres of potatoes in the U.K. this year, he doubts whether the Dutch will manage to export to Britain the 300,000 tons which they supplied last year, since he sees the situation in Europe as being even worse than in 1973.

Winter fodder's

In the livestock sector, things have been much from east to west. The wool coat area has been the best. The drought has had the most effect on aftermaths after excellent hay and silage cuts. On our farms, there has been little recovery after cutting, but at least the things have remained in place, thank to occasional showers.

Winter fodders are not likely to be very short in supply, but the lack of aftermaths might affect the weaned calf sales which are about to begin.

Beef cow numbers fell by a third last year and the slightly shorn ewes and calves together with the high fatstock prices and the undoubtedly considerable profitability of the arable farming sector, must raise expectations of the hard pressed stocker herdsmen. They tell me they are expecting £30 per cwt. for about £100 per calf, compared with about £110 a year and the sheep which will be joining in January. Scottish arable farmers' prospects this year, they may well say it.

Luncan Gill, crop husbandry
adviser with the East of Scotland

Malaysia and Taiwan but the main cut was in Hawaii where 250,000 tonnes was produced last year against 381,000 in 1971—mainly because of a reduction in acreage.

Kenya the report says, "is still in a comparatively early stage of development and considerable expansion is planned."

the 1990s, the number of people in the world who are illiterate has increased from 1.2 billion to 1.5 billion. The number of illiterate people in the world is projected to reach 1.7 billion by the year 2015. The number of illiterate people in the world is projected to reach 1.7 billion by the year 2015.

Age Group	1970	1980	1990	2000	2010	2020
0-14	25	22	18	15	12	10
15-24	15	16	17	18	19	20
25-34	10	11	12	13	14	15
35-44	10	11	12	13	14	15
45-54	10	11	12	13	14	15
55-64	10	11	12	13	14	15
65-74	10	11	12	13	14	15
75+	10	11	12	13	14	15

— — — — —

... ..

— — — — —

• • • • •

AUTHORISED UNIT TRUSTS

[illegible]

INSURANCE, PROPERTY, BONDS

[illegible]

OFFSHORE AND OVERSEAS FUNDS

[illegible]

NOTE

© 2004 Blackwell Publishing Ltd *Journal of Internal Medicine* 255: 111–117

[illegible][illegible]

reduced final and/or reduced earnings
of shareholders only for restricted dividend.
allow for shares which may also rank for
dividend date. ☐ No return provided.
if dividend declaration.
shares based on prospectus or other official
statement. ☐ Dividend paid or payable on part
based on dividend on full capital.
if dividend date is not specified, then
dividend and dividend after scrip issue.
capital sources. ☐ Keyes, ☐ Interim
rights issue. ☐ Rights issue. ☐ Earnings based
on Australian currency. ☐ Dividend
on special dividend. ☐ Dividend on previous
dividend. ☐ P/E ratio based on latest
Forecast dividend. ☐ Dividend based on
earnings. ☐ Dividend based on the
currency clause. ☐ Dividend and yield
based on the currency clause. ☐ Dividend
does not apply to special payment.
if Preference dividend paid or payable
on dividend. ☐ Preference dividend assumed
after pending scrip and/or rights issue.
dividend based on the currency clause.
if ☐ F. Figures based on prospectus or
other official statement. ☐ Figures based on
official estimate. ☐ Figures for 1978. ☐ Dividend
prospectus or other official estimates for
1978. ☐ Figures dividend
royalty. ☐ Dividend total to date.
ex dividend; ☐ ex scrip issue; ☐ ex rights;
initial distribution.
"uses" and "Rights" Page 16'
available to every company dealt in on
throughout the United Kingdom for a
£5 per annum for each security.

Sewer raiders strike again

Syrian visa move after explosions

Continued from Page 1

Mark rise

Kissinger renews bid for peace in Africa

Beryl Field is U.K.'s fifth North Sea oil producer

TV imports from Taiwan up 600% in first-half

Liesner for top advisory post

March rail fare increase denied

THE LEX COLUMN

The doubts left at Philips

Weather
